

The National Underwriter

A WEEKLY NEWSPAPER OF INSURANCE

THURSDAY, OCTOBER 15, 1931



THE TOLL OF TEMPTATION

*A series of
advertisements
having to do with
the Agent's part
in saving Life
and Property*



*A reduced
number of losses
means
Lower Rates*

UNDoubtedly there are many trusted employees who may be said to be "temptation-proof."

But no device, no method, has yet been discovered that will identify such persons with certainty.

The one known fact is that the dishonesty of those employees who do not prove temptation-proof means an aggregate loss of millions of dollars each year to American Business.

Precautions that remove or limit opportunity for undetected defalcation tend to reduce actual theft.

But the employer's sure protection lies in the bonding of all employees whose possible yielding to temptation may impair his capital.

**Indemnity Insurance Company
of North America**

PHILADELPHIA

PROSPECTS ALL



YOUR agency may be in a small town or a great city—no matter. In your community are storekeepers—all around you in nearly every street. Times are hard, lawlessness increasing. The merchant needs the protection of the new Storekeeper's Burglary and Robbery policy. It gives him the all-round, twenty-four hour protection he needs against the holdup man and the burglar.

Agents of The Century Indemnity Company are given every help in selling this protection, as is the rule with all Ætna Fire Group lines—a custom which agents find pleasant and profitable.



THE ÆTNA FIRE GROUP

ÆTNA INSURANCE COMPANY

THE CENTURY INDEMNITY COMPANY

THE WORLD FIRE AND MARINE INSURANCE COMPANY

HARTFORD, CONNECTICUT

PIEDMONT FIRE INSURANCE COMPANY

CHARLOTTE, NORTH CAROLINA



**Truck Splinters \$25,000 Violin Made in 1691;
Youth Weeps for Treasure**

A \$25,000 violin, made in 1691 and . . . As if bemused, he picked up the the gift of . . . philanthropist, slipped last evening from merely a violin but a token of vic- the grasp of . . . 22-year-old . . . made his . . . Jan. 15, at . . . truck at . . . third Street . . .

No need to weep — insurance would have saved his tears and provided the money for another violin. Valuable musical instruments should be covered by an America Fore Musical Instrument policy.

The AMERICA FORE GROUP of Insurance Companies

THE CONTINENTAL INSURANCE COMPANY
AMERICAN EAGLE FIRE INSURANCE COMPANY

FIDELITY-PHENIX FIRE INSURANCE COMPANY
FIRST AMERICAN FIRE INSURANCE COMPANY

NIAGARA FIRE INSURANCE COMPANY
MARYLAND INSURANCE COMPANY OF DELAWARE

Eighty Maiden Lane,

THE FIDELITY AND CASUALTY COMPANY

New York, N.Y.

ERNEST STURM, Chairman of the Board
PAUL L. HAID, President
ERNEST STURM, Chairman of the Board
WADE FETZER, Vice Chairman
PAUL L. HAID, President

NEW YORK

CHICAGO

SAN FRANCISCO

ATLANTA

DALLAS

MONTREAL

"Last May we were somewhat reluctant about taking on the Hartford. Now, however, we are fully convinced that it is the best thing we could possibly have done. Your Special Agent at the time made a lot of promises as to what he and the Hartford would do for us and he has done more than he promised. His work and the service of your local inspection, claim and audit departments have been satisfactory from every standpoint. Our plans are all set to give you a 50% increase in good, clean, profitable business."

Agent's name on request.

**Year in and
year out you'll
do well with the
Hartford
Accident and
Indemnity
Company**

The National Underwriter

Thirty-Fifth Year No. 42

CHICAGO, CINCINNATI, NEW YORK AND SAN FRANCISCO, THURSDAY, OCTOBER 15, 1931

\$4.00 Per Year, 20 Cents a Copy

Lawton Firm in Missouri Scheme

Opposed to Superintendent Thompson's Suggestion to Pay the Full Commission

SAYS ALL MUST BE FAIR

St. Louis Agent, President of Council Does Not Mince Words in Insurance Day Talk

JEFFERSON CITY, MO., Oct. 14.—Regardless of the outcome of the present fire insurance rate litigation in Missouri insurance agents should be paid full commissions on the gross premiums collected from their policyholders, Superintendent Thompson declared at the Missouri Insurance Day banquet here Monday night. He pointed out that the insurance agents of the State had no part in the instigation of the rate dispute, were powerless to prevent and cannot terminate it, but yet have been burdened with much extra work incident to the repayment of refunds if the old case is decided in favor of the State and in the impounding of excess collections in the new legal battle.

Thompson Says Agents Deserve Pay

"There was no escape for the agents," Superintendent Thompson declared. "They have been obliged to do much more work for considerably less pay. Much of the commissions due the agents are now tied up in the new dispute. If it is finally determined by the courts that the policyholders have been paying too much for their insurance, it is also true that the agents must have been doing too much work. I don't know of one policyholder who would object to paying the agents their full commission. A spirit of square dealing dictates that the agent be paid a full commission regardless of the outcome of the new insurance rate case."

Lawton Opposes Thompson Suggestion

At the outset of his talk Commissioner Thompson requested the continued co-operation of the insurance organizations in the elimination of undesirables from the insurance business.

Carl S. Lawton of St. Louis, president Missouri Insurance Council in opening the third annual Missouri insurance day meeting answered Superintendent Thompson's suggestion that the agents should be paid their full commission regardless of the outcome of the present rate case litigation by declaring his opposition to such action.

Officers Do Not Favor Plan

Mr. Lawton said, "It has been suggested in the matter of the impounded premium that the agents should be entitled to full commission regardless of the outcome of the impending decision. Speaking as president of this organization and not having any instructions from my board of directors, they never

Coolidge Is Offered Post

Former President of the United States Is Solicited to Take Chief Command of the New Insurance Executives Association—Considered Ideal Man for Place

HARTFORD, CONN., Oct. 14.—Calvin Coolidge is being seriously mentioned for the presidency of the recently organized Insurance Executives Association. Indeed, according to reports in well informed insurance circles, the position has been offered to Mr. Coolidge and to him only. The financial inducement is considerable, said to be greater than the salary of the president of the United States, \$100,000 being the figure mentioned.

Doubtful as to Acceptance

Whether Mr. Coolidge will accept the job of the great fire insurance harmonizer is conjectural. He has definitely removed himself from the arena of Presidential politics and those who profess to know the Coolidge temper believe that he is through with active public life. For a time it seemed that Mr. Coolidge's future might rest with his pen, but he has ceased writing syndicated articles.

May Be in Receptive Mood

He is a director of the New York Life, but everyone is waiting for him to identify himself in a full time capacity with some industry or undertaking. Perhaps the job of being father confessor, chas-

tiser and spokesman for the fire insurance business will appeal to Mr. Coolidge. On the other hand, there are those who predict Mr. Coolidge will be disposed to decline the offer. These are the skeptics who believe that what is expected of the president of the Insurance Executives Association is superhuman and that Mr. Coolidge will see that it is.

Declare Coolidge Is Ideal Choice

No matter whether they feel that Mr. Coolidge will accept or not, the sentiment is unanimous that he is the ideal choice. He is one of the greatest popular figures in the country today. Although lacking a knowledge of the technicalities of fire insurance, his common sense perceives issues and problems in their simplicity. He is not without a judicial temperament. He is beyond all partisan conflict or feeling at the beginning and would remain so. Perhaps almost any other man that might be selected would cause speculation as to what interest or group of interests sponsored him. The Insurance Executives Association would be launched under remarkably auspicious circumstances with Mr. Coolidge at the helm. All in the business recognize his superior mold.

having considered the question, I say to you most plainly and emphatically that your officers are not in favor of any such thing.

"Should the matter ever be presented to our board I pledge you its support on the side of only what is fair and equitable. I do put this to you most plainly without any frills whatsoever and I hope I have made myself perfectly plain."

Council Is a Political Organization

In opening his address Mr. Lawton stated that the council now has 18,000 members, that it was started as a political organization and will keep up as such. "Not in the political sense that we are interested in whether or not a man is a Democrat or a Republican," he continued, "but a political organization that stands for the good standing and the honesty of purpose of the insurance business in Missouri for which we make no apology whatsoever." He added that the council recognizing the quasi public nature of the insurance business will always strive for the best interests of the insurance buying public of Missouri.

Other Speakers Heard

E. D. Schofield, vice-president Globe Indemnity in his address emphasized the necessity of a price for insurance that is not only reasonable to the public but also adequate to provide the kind of insurance protection to which policyholders are entitled. He stressed the danger of buying insurance merely because the premium asked is lower. Col. C. B. Robbins, president Cedar Rapids Life and John F. Stafford of Chicago, western manager Sun of England, were the other speakers.

General Agents Body to Revise Eligibility Rule

The annual meeting of the American Association of Insurance General Agents will be held next spring at Hartford. At a recent meeting of the executive committee it was unanimously agreed that the qualification for membership should be changed. The committee recommended the revision of article 3 of the constitution to read as follows:

Eligibility Rule Proposed

"General agencies to be eligible to membership must be in conformity with the rules of the underwriting organizations having jurisdiction, and members in good standing of any territorial or state association of insurance general agents in their territory whose constitution and by-laws have been found to be in harmony herewith. No general agent engaged directly or indirectly in the local agency business shall be eligible to membership. Written application for membership must be submitted to and receive the favorable vote of a majority of the membership committee."

It is stated that this recommendation will be definitely incorporated in the constitution at the next meeting if it is approved by the membership and it is presumed will be. This rule will make the members purely supervisory in all respects.

Name Committees for Agents Group

Personnel of Executive Body Selected by Chairman Gandy and Approved

CHAIRMEN ARE APPOINTED

Percy H. Goodwin Heads Body Which Will Foster Company-Agency Conferences

NEW YORK, Oct. 14.—Membership on the executive committee of the National Association of Insurance Agents, as announced by C. L. Gandy, its chairman, and approved by W. B. Calhoun, president, is composed of G. W. Carter, Detroit; P. H. Goodwin, San Diego; F. H. Hickman, Atlantic City; G. M. Seay, Dallas; T. S. Ridge, Jr., Kansas City, Mo.; M. G. Smith, Baton Rouge, and Allan I. Wolff, Chicago.

As president, Mr. Calhoun is ex-officio a member of the committee. Of the appointees, Mr. Goodwin preceded Mr. Calhoun in the presidency; Mr. Hickman was until recently president of the New Jersey association, while Mr. Smith was for several years head of the Louisiana Insurance Society.

All Active Workers

All members have been actively and intelligently interested in the problems of the National association, as well as in those of their state bodies, and may be relied upon to cooperate loyally with Chairman Gandy in consideration of work entrusted them.

As chairmen of the different standing committees of the association for the next fiscal year, the following have been named: Finance, E. J. Cole, Fall River; membership, E. M. Sparlin, Rochester; business methods, J. S. Pearce, Tulsa; legislative, B. A. Lehnberg, Milwaukee; fire and accident prevention, S. T. Morrison, Iowa City; publicity and education, E. E. Fisk, Green Bay, Wis.; advisory, P. H. Goodwin, San Diego; Interstate Underwriters Board, H. R. Manchester, Cleveland; company-agency conference, P. H. Goodwin.

To the excellent work of Mr. Goodwin in inducing the fire, casualty and surety company groups each to name a committee with which problems of mutual interest to home offices and field force would be referred, it was wholly natural that he should have been chosen head of the agents' association's committee for this purpose and general satisfaction is expressed over his willingness to serve.

District of Columbia Fires

There were 829 more fires in the District of Columbia during the fiscal year ending Sept. 1 than last year. There were 4,331 fires and the property destroyed amounted to \$1,029,931, increase \$141,301. The average loss per fire was \$237.78.

Weis Is Elected President of Missouri Association

HOLLAND COMMENDS BUSINESS

Many Pertinent Resolutions Adopted—
Calhoun Says Companies and Agents
Need Each Other's Cooperation

NEW OFFICERS ELECTED

President—P. K. Weis, Moberly.
Chairman Executive Committee—W. A. Shelton, Unionville.
First Vice-President—Lorren W. Garlicks, St. Joseph.
Second Vice-President—George D. Clayton, Jr., Hannibal.
Third Vice-President—J. H. Johnson, Kansas City.
Secretary-Treasurer—John F. Barclay, Mexico.
Chairman Legislative Committee—E. C. Nolte, St. Louis.

JEFFERSON CITY, MO., Oct. 14.—P. K. Weis, Moberly, was reelected president of the Missouri Association of Insurance agents at its annual meeting here Monday. It was decided to permit the executive committee to select the various regional vice-presidents.

Resolutions were adopted opposing agents representing both stock and mutual companies. Maintaining that all companies in fleets or groups of companies must observe the rules promulgated by the association; denouncing the practice of companies extending reinsurance facilities to cut-rate concerns, such as mutuals and reciprocals; declaring in favor of an agents' qualification law; commending the National Union for maintaining rules for its agent in keeping with the code set up by the agent's national and state associations, and approving the efforts of the recently formed Insurance Executives Association to attain closer cooperation with the agents' associations. Another resolution urged the Missouri insurance department to strive for a speedy termination of the existing rate cases. The work of the National Association of Insurance Agents was approved.

Insurance Stands Out

Joseph F. Holland, deputy superintendent, in his talk on "The Insurance Department and the Insurance Business," declared that the happiest thing about the depression through which this country is passing has been the way that insurance has risen above the ghastly promotion spirit that proved so disastrous to many other lines of business.

But while commending the industry generally he pointed out that there have been some undesirable and incompetents that have entered the insurance business and he urged the agents individually and through their associations to endeavor to keep their industry clean. To stress this point he declared that the public judges by acts of the unworthy, the good ones never getting the credit they deserve.

Calhoun Urges Cooperation

Asking the cooperation of the agents, he said that no business is stronger than its supervision. He declared the present administration is endeavoring to do its work decently and to be fair while alert, thorough and vigorous in supervising the insurance companies. He added that better companies welcome close supervision.

William B. Calhoun, Milwaukee, newly elected president National Association of Insurance Agents, declared that the recent action of the Insurance Executive Association in appointing a conference committee to cooperate with the agents takes the agents out of the labor class and puts them into a trade association. He added that the agents need the companies as much as the companies need the cooperation of the agents.

He urged the agents and companies to work together in conference. He said that consideration should be given

(CONTINUED ON PAGE 15)

Stafford Urges the Insurance Army to Keep Well in Step

JEFFERSON CITY, MO., Oct. 14.—John F. Stafford of Chicago, western manager of the Sun of England group, gave a talk here this week before Missouri insurance men. Mr. Stafford said that business was considered bad when he first started as a green special agent in Missouri. Yet it was found that the field men who worked hard and intelligently were able to get ahead. He thinks that the business depression ghost stalks in cycles. He expects even more bankruptcies, more failures and more mergers. However he sees that ultimately business will march out of the "slough of despondency." Mr. Stafford said that in these days it behooves everybody to be of good cheer and spread sunshine wherever he can.

Leadership Is Needed

This is a day when he said real leadership is needed. The present conditions, he said, are the result of economic intoxication. Fundamental principles and laws have been disregarded. When these basic relationships get out of plumb then dire results are sure to follow.

Mr. Stafford said there are universal factors that govern insurance in all business and when they are defied or over ridden the jolt comes. He said that executives, managers and agents began to consider themselves great financiers not knowing that it was the prosperity of the country and not what they were doing that increased the premiums.

Mr. Stafford said that ultimately business will right itself. He believes that with conditions foreseen during the next few years, insurance can adjust itself to them. It is the bulwark of all great business, he holds. The entire civilized structure would fall were it not for insurance. Insurance, he said, is in as fortunate position as any other activity and is certainly more fortunate than many others.

Mr. Stafford saw great hope in the trend toward cooperation between the

agents and company organizations. He said that with the organization of the Insurance Executives Association he feels that the machinery of cooperation will now be established and it will amount to something. The casualty and surety company organizations have appointed conference committees. He believes that all should keep in step these days and throw aside trade differences which only engender friction and bitterness.

He said that capital invested in fire insurance but not advantageously will continue to seek a more comfortable position and if it does not find it in insurance, mergers or reinsurance will follow. Capital he said, must be brought into proper relation to the premium income. Insurance, he asserted is now over capitalized. Some companies doing a moderate business, he said, will not continue to operate in states or sections where business shows a continuous loss. They will concentrate on more profitable fields. Mr. Stafford said that after all a company must derive a fair profit from the premiums or it will go out of business entirely.

Department's New Quarters

HARTFORD, Oct. 14.—Col. H. P. Dunham, Connecticut insurance commissioner, and the insurance department have just been installed in commodious quarters in the handsome new state office building here. Col. Dunham's private office looks out from one side on the new Aetna Life building and on the other on the new Horace Bushnell memorial auditorium. The office is large and contains a directors' table at one end where Col. Dunham can confer with groups of visitors. Heretofore offices of the insurance department have been separated, Col. Dunham being located in the capitol, other departments at 983 Main St. and others in a private residence on Capitol Ave.

Public Fire of Newark Is Taking Over the Great Lakes

CHICAGO COMPANY WILL QUIT

James W. Knox Becomes Vice-President of New Jersey Company—
Exchange of Stock Offered

The directors of the Great Lakes of Chicago have adopted a plan whereby the control will pass through purchase to the Public Fire of Newark, N. J. The matter has now been put up to the stockholders of the Great Lakes to exchange their holdings on the basis of two shares of Public Indemnity stock for one share of Great Lakes stock or \$10 in cash and one share of Public Indemnity stock for each share of Great Lakes. The book value of the Great Lakes is estimated at \$16 a share and that of the Public Indemnity at \$9 a share. The Public Indemnity is a running mate of the Public Fire.

Will Reinsure Outstanding Liability

When the Public Fire secures control it is its plan to reinsure the outstanding liability of the Great Lakes and then it will operate the Great Lakes plant through the Great Lakes Underwriters, the business to be supervised by James W. Knox, now vice-president and manager of the Great Lakes, who will become vice-president of the Public Fire and will continue the Great Lakes business in its present quarters at Chicago.

The Great Lakes has a very pretty business, especially in Chicago and vicinity where it has built up a choice Polish clientele. N. L. Piotrowski, the president, and many of the directors are leading Polish American citizens. L. M. Linnell, assistant manager of the Great Lakes, is the chief underwriter.

Has Much Term Business

An unusually high percentage of the Great Lakes premium reserve is term business. It has had a favorable loss experience but the depreciation in securities has naturally had an effect until the directors felt that in order to safeguard its interests there should be a reinsurance and merger.

The last annual statement of the Great Lakes showed assets \$1,563,755, premium reserve \$582,630, capital \$500,000, net surplus \$307,530, premiums \$514,764, losses \$283,783. It has paid dividends for the last five years. Its loss ratio during a ten year period has been on an incurred basis, 50 percent, and the expense ratio 52.3 percent. Last year its loss ratio was 55 percent and its expense ratio 54.3 percent. The Great Lakes started in 1917.

Public Fire Well Ballasted

The Public Fire is one of the leading nonaffiliated companies and inasmuch as the Great Lakes is nonaffiliated the plant of the latter will fit in very nicely with that of the Public Fire. As of Dec. 31 the Public Fire showed assets \$7,103,644. Its surplus to policyholders is \$2,317,664. Fred A. Rye, president, is one of the leading underwriters of the country and is particularly well known in the central west where he was western manager of the Commercial Union.

Fred G. Krueger was the intermediary in the Great Lakes sale. He was until six years ago assistant secretary of the Crum & Forster companies and has had a wide insurance experience. He is now a Chicago local agent.

Gardner Agency Gets Standard

To the Gardner General Agency of Denver has been given the Colorado general agency of the Standard of New York, American running mate of the Tokio.

W. G. Kirkman, head of the Victoria Insurance Agency, Victoria, Va., and Miss Julia Sanford Davis of Danville were married recently.

CONDENSED NEWS OF WEEK

Calvin Coolidge has been offered the position of president of the newly formed Insurance Executive Association. **Page 3**

Carl S. Lawton, president of the Missouri insurance council, declares that in his opinion the agents should not be paid their full commission on the present impounded premiums regardless of the outcome of the court decision. **Page 3**

The National Association of Insurance Agents announces the personnel of its executive committee and the chairmen of its standing committees. **Page 3**

Valuation committee of National Convention of Insurance Commissioners announces plan it will follow valuing securities for the next annual statements. **Page 5**

Great Lakes of Chicago is taken over by the Public Fire of Newark. **Page 4**

John F. Stafford, western manager of the Sun of England, spoke before the Missouri insurance interests this week. **Page 4**

H. B. Nelson reelected president New Jersey Association of Underwriters. **Page 5**

P. K. Weis reelected president of Missouri Association of Insurance Agents at annual convention in Jefferson City. **Page 4**

President W. B. Calhoun of the National Association of Insurance Agents speaks before the Missouri agents. **Page 4**

Great testimonial banquet is being prepared for J. V. Barry, vice-president Metropolitan Life, Dec. 9, in New York. Mr. Barry retires from business at the end of the year. **Page 6**

Superintendent Thompson declares agents are entitled to full commission in Missouri rate case regardless of outcome. **Page 3**

Iowa State of Keokuk, Ia., is reinsured in the Home of New York. **Page 6**

Globe and Republic of Pittsburgh combine under the name of Globe & Republic. **Page 14**

Bronx Fire and New York Fire will merge under name of latter. **Page 14**

Pennsylvania Association of Insurance Agents is meeting this week at Wilkes-Barre, Pa. **Page 29**

Equity rating roundly scored by President Jackson of Bankers Indemnity before Atlantic City convention of New Jersey agents. **Page 31**

E. J. Schofield shows cost of workmen's compensation in disturbing address at Missouri Insurance Day. **Page 31**

Travelers reports 24,000 auto accident deaths in nine months, indicates 1931 total will be 35,000. **Page 33**

The capital of the Constitution Indemnity is to be reduced from \$1,000,000 to \$500,000. **Page 39**

Industrial commissioners meet at Richmond. **Page 32**

New Jersey Fidelity & Plate Glass fined \$10,000 by Superintendent Van Schaek of New York for violation of rates and rules. **Page 32**

Fuller explains compensation rate-making methods. **Page 33**

Transportation Indemnity increases its surplus to \$1,000,000. **Page 34**

Valuation Plan for Statements

Insurance Commissioners Establish Basis for the Figuring of Securities

PRICES AS OF JUNE 30

Commissioner Dunham of Connecticut Files Dissenting Opinion and Wants Date of Dec. 31 Set

The committee on valuation of securities of the National Convention of Insurance Commissioners has recommended that the closing price of securities as of June 30, 1931, be used as the proper valuation for the annual statements Dec. 31 next. The committee, headed by Superintendent Van Schaick of New York, had a subcommittee consisting in addition to him, of Hanson, Illinois; Brown, Massachusetts; Gough, New Jersey, to take up the subject. A set of resolutions was drafted which was approved by the committee as a whole and has since been approved by a majority of the members of the executive committee. Aside from the subcommittee the other members on the valuation committee are Dunham, Connecticut; Allin, Kentucky; Boney, North Carolina; Fishback, Washington; Armstrong, Pennsylvania; Clark, Iowa, and Hobbs, Kansas. Commissioner Dunham of Connecticut dissented from the report.

Resolutions Adopted

The resolutions are as follows:

Whereas, exceptional fluctuations of value of stocks and bonds as reflected on the exchanges have led to the inquiry as to whether the market price quotations for stocks and bonds on any particular day are indicative of the fair market value of such securities; and

Whereas, under similar circumstances it has been the policy of the National Convention of Insurance Commissioners to endorse and recommend the substitution of the range of the market and the average of prices thus found running through a reasonable period of time as a fair basis of market value of stocks and bonds;

Resolved, That the committee on valuation of securities of the National Convention of Insurance Commissioners is of the opinion that under present conditions the market quotations on stocks and bonds for a particular day are not a fair standard for the ascertainment of fair market value of such securities and recommends as a present substitute therefor the average price of stocks and bonds as reflected by the exchanges for a range of five quarterly periods ended Sept. 30, 1931.

Fair Average Is June 30, 1931

Resolved, That since the fair average thus ascertained is approximately the closing price of securities on June 30, 1931, the prices of June 30, 1931, be taken as the fair market value during the current year and that such standard be accepted for the annual statements due as of Dec. 31, 1931, except that securities should not be valued at more than the purchase price if purchased since June 30, 1931. Further

Resolved, That in cases where the condition of companies may require the immediate disposition of securities at present prices it is the opinion of this committee that the discretion of a commissioner of insurance should be exercised to vary the general formula herein set forth so as to adopt the prices then reflected by the exchanges.

Comment by Van Schaick

Superintendent Van Schaick in giving out the statement said:

The New York department is in full accord with the recommendation of the national convention as to the valuation of securities. On other occasions

(CONTINUED ON PAGE 36)

Collections Great Problem

Take Up as Much of Agents' Time as Writing New Business—Ask Companies to Aid With Some Constructive Plan

Companies do not seem to be as aware as they should be of the difficulties local agents are having in collecting money. At least 50 percent of the efforts of the average local agent is being spent, not in selling insurance but in collecting or attempting to collect for insurance already sold. Collections constitute the local agent's most formidable problem today. In numerous cases, the situation is critical. Companies are alive to the necessity for collecting agency balances but they do not seem to be sufficiently sympathetic with the plight of the great army of local agents who are wrestling with the collection problem.

A local agent whose collection difficulties are no better or no worse than the average said the other day:

Writing Business Waste of Time

"My companies keep sending around special men to my office who offer to go out with me and solicit use and occupancy insurance or inland marine business or some other form of special coverage among my customers. All of my field men are calling on me much more regularly and much more aggressively than they used to. They are all pushing me for business and pushing me harder than ever before, but it seems nothing but a waste of time to me. What is the use of going out and writing a lot more business when I cannot get the money for half of what I have already written. Here are some of the best customers on my books who are months behind and from whom I have no prospect of collecting anything in the near future. I am not talking about some of my smaller assureds, but I am telling you that many of the best customers I have on my books are just as far behind as some of the worst ones.

Collection Ideas Needed

"How am I going to collect this money? What plan can I put into effect that will at least start these people paying something to me? Why doesn't some field man come to me with some suggestion along that line? Why do they come in and talk to me about writing more business when they should know that my whole concern is over collecting the money for what I have already written? I am up against it worse than I have ever been in my life so far as collecting money is concerned and yet I do not get one constructive suggestion or one idea from a company official or a field man which will help me out with my collection difficulties."

Another local agent outlines the way he is working these days in order to prevent his collection account becoming too large. He says:

Asks Understanding on Payment

"When I write a policy nowadays I find out right at the beginning when I am going to get my money or when the policyholder thinks he is going to be able to get it to me. When I have written the policy I take it over to him and I say, 'Now, Mr. Brown, I have that policy on the contents of your factory for you. It is written up just the way you asked me to take care of it and I will keep it in my office until you are able to pay for it. In other words, you are covered and you are covered as you wanted to be, but while I am here we might as well get cleared up between us the question of when and how you are going to pay me for this insurance. I know you want to pay for it and intend to pay for it just as you would if you bought anything else, but I know, too, that you have a lot of bills to pay and that probably

you will need a little more time on this than you would ordinarily. I will have to pay the company that writes this insurance within 45 days. If you had a loss you would want to be paid at once, and you should be paid at once, because otherwise insurance is not worth anything.

"Company Will Pay: Will You?"

"The only time you need insurance is when you have a loss and if your policy does not pay you immediately, then your insurance is of very little value to you. So the company that issued this policy will pay you right away if you have a loss, but because it has issued the policy and because it has the liability, somebody has got to pay the company and I am the agent and I will have to pay. Now, then, when are you going to be able to pay me? You tell me when you can pay me and then I will not bother you between now and that time. I will not call you up on the telephone and ask you for this money, I will not keep on sending you bills and I will not follow you around town trying to collect from you personally, but on the date that you set I will come over to your office and collect the money from you. Suppose you and I decide now what day that is going to be."

Committed to Definite Day

"By following this plan I commit the man to a definite day. I do not tell him when he is going to pay or when he has to pay or how to run his business, but I tell him only that I expect him to pay and I want to know when he is going to. I have found that where I do this the average man will set a day and will stick to it. The word of most business men is good, and the man who says he will pay me in 60 days will usually do so or if he does not he will usually pay the biggest part of what he owes me. He feels obligated to do so. He has given me his word."

"I find that my business is off 10 to 15 percent as a result of this plan. That is, because I make this talk and make it very definite that I intend to get the money within a reasonable length of time 10 or 15 percent of the policies that are presented in this way will be refused, the customer stating that if I am going to be so insistent as that about getting my money I had better not issue the policy. I am glad to lose such cases because I am not in the business for my health and do not want

(CONTINUED ON PAGE 16)

Nelson Reelected New Jersey Prexy

Agents Determined to Get Qualification Law Passed by Next Legislature

PROMINENT MEN SPEAK

Questionnaire Sent Companies—Sentiment Favors Sole Representation—Few Non-Policy Writers in State

The New Jersey Association of Underwriters unanimously reelected its executives to serve another year at its annual meeting in Atlantic City last week. H. B. Nelson, Jersey City, will continue as president; H. R. Burr, Jersey City as secretary-treasurer and A. V. Livingston as executive committee chairman.

Determined to Pass Qualification Bill

Determination to secure the passage of an agents qualification law was expressed by Julius Klein, chairman of that committee, in his report. Despite the failure of the last legislature to pass the agents qualification bill, the New Jersey agents expressed confidence that their efforts will prove successful at the next session.

Chairman A. V. Livingston of the executive committee told of the progress in securing statements from fire companies operating in New Jersey as to their positions regarding sole agencies, branch offices, non-policy-writing agents and kindred matters. A questionnaire was sent out to the 96 fire companies licensed in the state and although the returns have not been classified, they indicate sentiment in favor of the sole agency representation, save in communities where companies desire to maintain additional agencies due to the concentration of values. Answers to the questionnaire also indicated that the non-policy-writing agency practice seems to be on the decline, many companies stating that they did not have such representation in New Jersey.

Condemn Multiple Agencies

A resolution condemning indiscriminate appointment of multiple agencies, part time agencies and non-policy-writing agents was adopted and referred to the executive committee.

Chairman H. L. Godshall of the legislative committee reported that 66 insurance bills were introduced at the last legislature, but no inimical measures passed. Mr. Godshall strongly urged the agents to take an active part at the next legislative session to see that their local legislators are fully informed regarding the insurance bills introduced.

Several Notables Talk

The annual address of President Nelson was devoted in good part to the high lights of the annual convention of the National association at Los Angeles. Mr. Nelson stressed the necessity of increasing the membership of the association to add weight and power to the campaign against unethical practices.

In his talk, William Quaid, vice-president, Southern Fire, said that agents and company men should know one another better and should cooperate on mutual problems. He said that the American agency system is on the threshold of the greatest development in its history.

Albert Dodge, Buffalo, past president New York State Agents' Association, pointed out the value of associated efforts. H. P. Jackson, president of the

(CONTINUED ON PAGE 16)

Business Getting Tip Given to Local Agents

A business tip offered by Leon A. Watson, official rater of New Jersey, to members of the New Jersey Association of Underwriters at Atlantic City was to solicit energetically public liability coverage lines on municipal sewerage disposal plants. Investigation of these properties by representatives of Mr. Watson's office reveals that a serious potential explosion hazard exists. In confirmation of the opinion of his engineers, Mr. Watson noted the recent explosion in a Rhode Island sewerage disposal plant, which resulted in killing several persons.

Iowa State Reinsured by Home; Will Be Continued

TO BE UNDERWRITERS ANNEX

Old Keokuk Company That Started in 1855 Finds the Road Is Too Rough

The Home of New York has reinsured the Iowa State of Keokuk, a mutual company that was established in 1855. The Iowa State home office will be a branch office of the Home to conduct the local business inasmuch as it has choice risks throughout its home territory. J. C. Davis, a Des Moines attorney and former director general of railroads, is president. J. I. Annable, the secretary, who has been with the company for 33 years, is the underwriter and J. M. Skinner, assistant secretary, has been with the company 46 years. The Iowa State is licensed in Illinois, Iowa and Missouri.

Its Jan. 1 statement showed assets \$1,074,497, premium reserve \$795,020, net cash surplus \$216,835. It wrote its business at regular tariff rates and there was no contingent or policyholders' liability. Its largest premium income was in 1897 when it wrote \$897,340. The next year the premiums were \$211,352 due to the fact that it reinsured most of its Missouri business. Last year its premiums were \$372,311. Its loss ratio was 66.6 percent and its expense ratio 61.7 percent. W. N. Sage, the vice-president, who is a grain dealer and banker, acted as local agent for the Iowa State for 13 years. One of the directors is Ed. S. Lofton, a Keokuk agent.

The Iowa company will continue to operate as the Iowa State Underwriters Agency of the Home, with Mr. Sage as general manager. The staff of six special agents and the present office force will continue under the new arrangement. The Iowa State holds membership in the Western Underwriters Association. It has always charged tariff rates. Negotiations for the deal were initiated by J. K. Lesch, general manager for the Home companies at Chicago, some months ago, their closing being sanctioned by President Wilfred Kurth.

Oklahoma Tops Kansas in Membership Contest

OKLAHOMA CITY, Oct. 14.—Results of the annual Kansas-Oklahoma membership increase contest staged by the two state associations now place the much coveted silver loving cup in the hands of the Oklahoma association. In the fiscal year ending Aug. 31 the Oklahoma association showed a gain of 24 percent, with a total membership of 294. The cup is presented by the secretary of the Kansas association, but must be won three successive years before it becomes the property of either association.

Formal presentation will be made at the Oklahoma Association of Insurers annual convention at Oklahoma City Oct. 16 by W. B. Calhoun, recently elected national president. Oklahoma's record places the association third in the United States in percentage of membership gain.

Illinois Field Meeting

Secretary C. F. Thomas, Western Fire Underwriters Association, addressed the Illinois Fire Underwriters Association at its meeting in Springfield this week where the main topic centered about classification of agents. C. H. Metzner, Phoenix of Hartford, president of the organization, was in the chair. Manager E. M. Schoen of the Atlas was present. There was a large attendance of field men.

Big Testimonial Dinner to Be Given for James Victor Barry

A testimonial dinner will be given the evening of Dec. 9 in the new Waldorf-Astoria in New York for James Victor Barry, third vice-president Metropolitan Life, who will retire from business at the end of the year. Mr. Barry has been an insurance institution. He came in contact with insurance people when he was Michigan insurance commissioner and he has multiplied those contacts ten thousand fold, not only in life but in casualty, fire and other lines of insurance. It is proposed to gather together in New York, insurance commissioners, organization men, company officials, former commissioners and insurance men of all kinds, to pay homage to one of the best beloved men in insurance. He has friends in all sections of the country.

Invitations Soon to Be Issued

Invitations will be issued during the next two or three weeks but because of the large number involved the committee unintentionally will omit some people who would be glad to attend. Therefore the committee asks those who do not receive invitations by Nov. 15 to send their names to C. C. Klocksin, Waldorf-Astoria hotel, New York City, who is chairman of the committee on invitations, and they will receive attention.

Tyrrell Is General Chairman

Henry Franklin Tyrrell, legislative counsel of the Northwestern Mutual Life at Milwaukee, one of Mr. Barry's warmest friends, is general chairman of the committee. The secretaries of the committee are Clarence Axman of New York, editor of the "Eastern Underwriter," and C. M. Cartwright of Chicago, managing editor of THE NATIONAL UNDERWRITER. The committee on arrangements consists of J. S. Phillips, president Great American Indemnity, New York City; B. P. Holmes, president Hooper-Holmes Bureau, New York City; C. S. S. Miller, New York, publicity manager North British & Mercantile; J. H. Doyle, general counsel National Board of Fire Underwriters; W. J. Graham, vice-president Equitable Life of New York; J. A. Beha, general manager National Bureau of Casualty & Surety Underwriters, and J. S. Myrick, New York City, manager Mutual Life of New York.

General Committee Members

The general committee is as follows: Claris Adams, executive vice-president American Life, Detroit; F. L. Allen, second vice-president Mutual Life, New York; Young E. Allison, president "Insurance Field"; H. H. Armstrong, vice-president Travelers; O. J. Arnold, president Northwestern National Life, Minneapolis; C. L. Ayres, president American Life, Detroit; C. W. Bailey, president National Board of Fire Underwriters; Sumner Ballard, president International, New York; R. P. Barbour, United States manager Northern Assurance; H. A. Behrens, president Continental Casualty; C. E. Belcher, the "Standard"; W. T. Benallack, secretary Michigan Fire & Marine; W. H. Bennett, secretary National Association Insurance Agents; R. H. Bland, president United States Fidelity & Guaranty; T. B. Boss, president American Reserve, New York; M. B. Brainard, president Aetna Life; Thomas E. Braniff, president National Association of Casualty & Surety Agents, Oklahoma City; William Brosmith, vice-president Travelers; W. M. Bullitt, attorney, Louisville; C. H. Burras, secretary, National Association of Casualty & Surety Agents, Joyce & Co., Chicago; Col. Joseph Button, president Union Life, Richmond, Va.; J. J. Cadigan, president New World Life, Seattle; W. B. Calhoun, president National Association of Insurance Agents, Milwaukee; Sheldon Catlin, vice-president North America; G. W. Carter, local agent, Detroit; Walter K. Chorn, attorney, Kansas City; M. J. Cleary, vice-president Northwestern Mutual Life; Albert Conway, judge of supreme court, New York City; Alex Cowan,

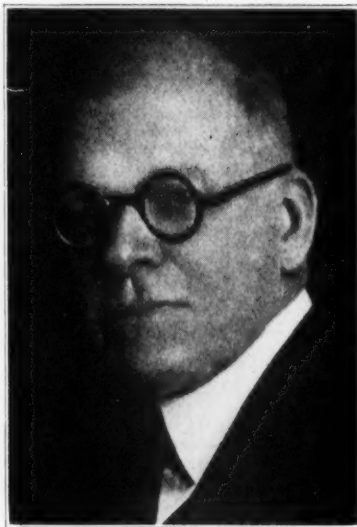
state senator, Port Huron, Mich.; W. S. Crawford, "Journal of Commerce," New York; C. A. Craig, chairman of board National Life & Accident, Nashville; W. L. Crocker, president John Hancock Mutual Life; T. J. Cullen, editor "Spectator"; T. F. Cunnane, U. S. Chamber of Commerce, Washington, D. C.; H. R. Cunningham, president Montana Life.

Other Distinguished Representatives

Also W. H. Davis, vice-president Pacific Mutual Life; R. R. Dearden, "United States Review," Philadelphia; C. L. DeWitt, Fred S. James & Co., New York City; T. B. Donaldson, Eagle Fire, Newark, N. J.; J. H. Doyle, general counsel National Board of Fire Underwriters; J. R. Dumont, manager Interstate Underwriters Board; H. P. Dunham, Connecticut commissioner of insurance; F. H. Ecker, president Metropolitan Life; H. L. Ekern, former Wisconsin commissioner, Chicago; Byron K. Elliott, manager American Life Convention; C. W. Fairchild, assistant manager Association of Casualty & Surety Executives, New York; P. W. A. Fitzsimmons, president Michigan Mutual Liability, Detroit; R. L. Foster, superintendent of insurance, Toronto; P. M. Fraser, vice-president Connecticut Mutual Life; R. J. Giles, president Occidental Life, Los Angeles; W. T. Grant, president Business Men's Assurance, Kansas City, Mo.; N. B. Hadley, New York insurance department; M. J. Harrison, attorney, Little Rock, Ark.; John A. Hartigan, agency supervisor Equitable Life of New York, St. Paul; Felix Hebert, United States Senator, Providence, R. I.; E. J. Heppenheimer, president Colonial Life, Jersey City; Lamar Hill, vice-president Continental Fire, New York; C. W. Hobbs, special representative on National Council on Compensation Insurance; J. M. Holcombe, manager Insurance Sales Research Bureau, Hartford; R. B. Hull, managing director National Association of Life Underwriters; Alfred Hurrell, vice-president Prudential; Henry Swift Ives, director public relations, Association of Casualty & Surety Executives, New York; O. A.

(CONTINUED ON PAGE 15)

Guest of Honor at Big Testimonial Banquet



JAMES VICTOR BARRY

James Victor Barry, third vice-president Metropolitan Life, will be the guest of honor at one of the greatest insurance dinners ever given in New York City, Dec. 9. He will retire from business Dec. 31, and touching insurance as he has at so many points and having a multitude of friends, it is proposed to express appreciation of this great exponent of insurance, who through his long and valuable career, has done so much for it.

Would Aid Bad Loss Record by Improved Underwriting

QUIT WORKING DOWN RATES

Engineering Sharpshooters Less Active

—Inspections of Insured Properties

Made More Rigid

NEW YORK, Oct. 14.—In the light of the sorry loss experience of the fire companies in the south the first half of the year, all offices are scanning offerings from the territory with unusual care just now, and are bearing down hard upon accommodation lines, accepting these in limited volume and only from agencies entitled to such favor. A further notable feature of the business is the stiffening of the rating bureaus throughout the territory in their insistence on observance of proper rates and rules, and a growing disinclination to give heed to the appeals of certain member companies for their modification upon one plea or another.

Pressure on Bureaus

Prior to the present era of heavy losses a number of companies made a particular drive to secure fireproof and semi-fireproof risks, which are to be found in varying number in the great majority of communities, sending engineers or special agents to assist the local representatives in the solicitation. Rating schedules were gone over attentively and where it was thought sufficient credits had not been allowed, the rating bodies were importuned to sanction the desired concessions. Strong pressure was exerted along that line, to the decided embarrassment of the bureau men. There has been a notable lessening of appeals of this character of late, offices being convinced that if they are to remain in business proper rates must be received for the liability assumed, that the schedules issued by the rating bodies measure pretty accurately the extent of the fire hazard and any reductions would be unjustified by experience.

Rates Hammered Down

As rates on textiles in the Carolinas, Georgia and Alabama have been hammered down in the past to a point below which they can not be driven farther, this type of risks is no longer sought with anything like the aggressiveness previously shown, the effort of the stock offices instead being rather directed to secure lines on modern hotels, office structures and risks of like character.

The unusually severe losses on protected dwellings throughout the south are not peculiar to that section, but are experienced in New England and certain of the middle and central western states as well. It is attributed to the same general cause—moral hazard. Assureds in but too many cases find themselves unable to maintain the properties. Fearful of losing them under foreclosure proceedings, they grow careless as to the fire hazard, and one after another the residences burn. While convinced that in a considerable number of cases the fires are of "friendly" origin, proof of the fact is well-nigh impossible to obtain, and the adjusters have nothing to do but to advise payment by the companies.

Rate Increase Hopeless

The difficulties in the way of securing rate advances being appreciated, company men are striving in every possible way to institute measures that should result in a reduction of the fire waste, in so far as this result is induced by purely physical causes. With that object in view they are inspecting risks with unusual thoroughness, and recommending added fire prevention measures. They are likewise using their influence with municipal authorities to strengthen the local fire departments and increase water supplies where either or both are found deficient.

CHANGES IN THE FIELD

Enck Goes With G. A. Mavon

Will Travel in Illinois and Wisconsin for the Well Known Chicago General Agency

Edward B. Enck, for the past eight years special agent of the Milwaukee Mechanics in northern Illinois, joins G. A. Mavon & Co., Chicago general agents, as state agent for Illinois and Wisconsin. Mr. Enck will have charge of production in this territory for various companies which Mr. Mavon represents as general agent.

L. P. Frayser

Lawrence P. Frayser, who resigned recently as special agent for the A. H. Turner group in Virginia and North Carolina, has become special agent of the Great American and County Fire for Virginia, with Richmond headquarters. He succeeds P. P. Lynch, Jr., who has been called to the home office, becoming agency superintendent for southeastern territory. Mr. Frayser supervised Virginia and the District of Columbia for the Scottish Union & National for several years before becoming associated with the Turner office.

Roscoe N. Srofe

Roscoe N. Srofe has been appointed special agent of the G. L. Ramey Agency of Indianapolis for Ohio, succeeding O. R. Hagel. Mr. Srofe was the first special agent of the International Indemnity in Ohio and had built

up a good premium income by the time the company was reinsured in the Union Indemnity. Mr. Srofe has also had local agency experience and is now giving up local agency work in Dayton to return to the field for the Ramey Agency. He will have charge of all departments, working under supervision of the G. L. Ramey Agency at Indianapolis through the Dayton branch office.

Orville R. Hegel

Orville R. Hegel, special agent of the G. L. Ramey Agency of Indianapolis, traveling Ohio, announces his resignation.

R. F. Harvie

R. F. Harvie, who has been special agent in North and South Dakota for the American of Newark under State Agent H. E. Whitchurch, has resigned.

A. R. Wilkerson

A. R. Wilkerson has been appointed state agent in Georgia for the Caledonian group. He has had a number of years' experience in that field. He was formerly in the general agency business. He will make his headquarters in the Trust Company of Georgia building at Atlanta.

Harry E. Albers

Harry E. Albers, of Lansing, Mich., will now take over supervision of the entire state of Michigan for the Eureka Security F. & M. following the death of Henry C. Klocksien. Mr. Albers will move from Lansing to Detroit.

James S. Kemper Honored by Mutual Organizations

James S. Kemper, head of the Kemper mutuals of Chicago and president of the Federation of Mutual Fire Insurance Companies, was elected president of the National Association of Mutual Insurance Companies at the joint convention of the two organizations in Chicago. He becomes an ex officio member of the governing board of the federation. T. G. McCracken of Minnesota is the new president of the federation.

Other officers of the national association are: Vice-president, Harry Harrison, Worcester, Mass.; treasurer, S. B. Fowler, Indianapolis; secretary, Harry P. Cooper, Indianapolis; national councillor to the U. S. Chamber of Commerce, W. E. Straub, Lincoln, Neb.

Glen Walker, Fort Worth, Tex., was elected vice-president of the federation. C. M. Hutchinson of Harrisburg was elected to the governing board, as were E. J. Brookhart, Celina, O.; E. R. Howard, Concord, Mass.; A. D. Baker, Lansing, and Justin Peters, Philadelphia.

The federation elected to the governing board of the American Mutual Alliance, Messrs. McCracken, Walker and Peters.

Covering Stocks of Liquors

In some cases a person has a large stock of old wines and liquors on hand. It is found that some householders have the stock that they bought years ago. Fire companies hesitate to cover this liquor and casualty companies do not want to take a burglary policy on it. Some agents are getting policies from London Lloyds covering against fire and theft excepting stealing done by employees of the assured. The rate is \$2 plus the tax. London Lloyds does not pay for any loss until it exceeds \$25.

Continuing its statewide survey preparatory to compilation of a new rate book, the **Arkansas Fire Prevention Bureau** has made inspections at Van Buren and Conway.

Sidelights on Mutuals' Convention in Chicago

Much of the success of the convention was due to the untiring efforts of the "Four Horsemen" Gruhn, Cooper, Eaton and Luthy.

* * *

W. B. Gasche of Topeka headed a large Kansas delegation. He never neglected a duty except to take "time out" to tell a story. Mingenback of McPherson was always on hand to aid his fellow Kansan.

* * *

W. E. Straub is always accorded the honor of dean of the Nebraska delegation. He was ably abetted by Walt and Trowbla of Lincoln, Jackman of Grand Island, and McArdle of Omaha.

* * *

The newcomers sprung the old "Nail and Keg" wheeze on W. H. Kegg of Mansfield, O. Mr. Kegg parried with such good nature and charm that he added many more to his host of friends.

* * *

Michigan was much in evidence. A mutual convention without Milo G. White and the rest of the Michigan host would be a tame affair.

* * *

Among prominent women executives were Mrs. White of Kalamazoo, Mich., and Miss Dahlstrom of Minneapolis.

* * *

Ohio men were ubiquitous. Smiling and rotund E. J. Brookhart of Celina let nothing interfere with business except golf. The junior Purnorts were inviting everyone to the dedication of their new "Temple of Insurance" next June.

* * *

The new president of the Federation, McCracken of Minneapolis, was accompanied by a number of delegates from his home state.

* * *

The New England states, New York, Pennsylvania and Missouri had every reason to be proud of their representation as did also Colorado.

* * *

James S. Kemper and the other Chicago hosts came in for much praise from the visiting delegates for all the admirable arrangements of the convention.

Momentum

Just as the fly wheel of an engine will run after the power has been reduced or cut off, so will a business that has been sustained by advertising continue to function even after the advertising has been curtailed or suspended entirely.

This is one of the misfortunes of advertising. It is one of the factors that leads to false conclusions and sometimes to disaster.

Many a company, desiring to save money, resorts to a retrenchment in advertising effort. The size of the space is cut down and the frequency of the insertions reduced. Sure enough, the fly wheel does not stop. It continues to go round. The company thinks it is getting just about the same results as it did before.

But the results are not the same.

Momentum is diminishing. Good will is slackening—gradually, almost imperceptibly, but surely. A decline in premium income for the month, the loss of an agent who is not replaced by another, a slight let down in the morale of the sales force, a falling off in public confidence—these are the insidious things that sap and undermine a company almost unnoticed until serious havoc has been done, and only a costly process of rehabilitation will repair the damage.

Advertising is selling power. Like other power, it cannot be cut off or reduced without inevitable impairment in performance. Only a sustained, steady flow of advertising will keep a company functioning at the maximum of efficiency and profit.

(Number 8 of a series devoted to the merits of National Underwriter advertising)

«»

The National Underwriter

The leading weekly insurance newspaper

E. J. WOHLGEMUTH
President



C. M. CARTWRIGHT
Managing Editor

RETURN THIS COUPON TODAY!

CAMDEN FIRE INSURANCE ASSOCIATION
Camden, New Jersey

You may mail—without obligation of any kind—the complete portfolio containing the direct-advertising program which Camden has prepared for Camden Agents.

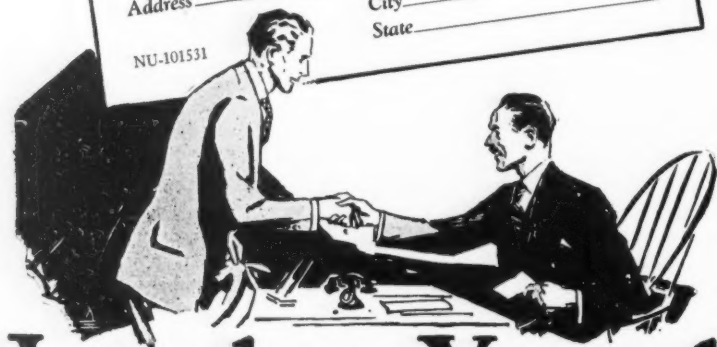
Name _____

Address _____

City _____

State _____

NU-101531



Introduce Yourself with this Coupon

INTRODUCE yourself to Camden. Mail this coupon at once. You will find yourself recognized by Camden as a man with permanent business connections—as insurance counselor and adviser to a growing list of persons.

In return for this coupon you will be presented with a complete portfolio of the advertising used by Camden agents. It will come to you entirely without obligation, but it will point out opportunities in insurance selling which you are now missing.

The advertising which Camden agents send its clients is not primarily Camden advertising—it is the *agent's*. It might be yours. It goes to the prospect from the agent, yet Camden does the printing, addressing and mailing work. That advertising gets results for Camden agents. It could get the same results for you.

By all means see the portfolio. It may lead to a connection that will be pleasant and profitable to us both. Introduce yourself to Camden. Mail this coupon now.

*The Ninetieth Anniversary of an Agency Company
Noted for Its Cooperation and Fair Dealing*



CAMDEN FIRE INSURANCE ASSOCIATION

Camden, N. J.

Appointments of Blue Goose Grand Nest Are Made Public

MILWAUKEE, Oct. 14.—The complete list of committees of the Blue Goose grand nest has been announced by C. P. Helliwell, grand welder, as follows:

Constitution and By-Laws—Paul E. Rudd, Milwaukee, chairman; J. LeRoy Rhule, Baltimore; G. W. Blomgren, Minneapolis; W. O. Banfield, Vancouver, B. C.; W. L. Burnham, Jackson, Miss.; Pat Coffey, Spokane, Wash.

Ritual—Francesco Seley, Portland, Ore., chairman; R. W. Turner, Jacksonville, Fla.; W. V. A. Keeler, Jersey City, H. A. Yarbrough, San Antonio, Tex.; Alex A. Cherry, Winnipeg, Man.; Frank L. Britton, Topeka.

Memorial—A. J. Hughes, chairman, Rochester, N. Y.; R. L. Bruen, Minneapolis; B. F. Flood, Columbus, O.; Frank E. Duffy, Montreal; J. A. Belmeur, Richmond, Va.; J. F. Minan, Wheeling, W. Va.

Jurisprudence—W. E. Mallalieu, chairman, New York City; W. T. Benallack, Detroit; H. Verne Myers, Waterloo, Ia.

Regalia—S. B. McAllister, chairman, Denver; C. H. Blick, Toronto; Clarence Douglass, Salt Lake City; W. J. Gayle, New Orleans; J. F. Prioleau, Columbia, S. C.; W. M. Leigh, Little Rock, Ark.

Emblem—W. T. Benallack, Detroit, chairman; C. N. Homer, Seattle; Ross A. Moore, Indianapolis; M. C. W. Buchenberger, New York City; R. M. Hill, Butte, Mont.; V. D. Hoffmaster, Dallas, Tex.

Educational—P. J. V. McKian, Chicago, chairman; Leon A. Watson, Newark; G. L. Schetky, Vancouver, B. C.; T. R. Weddell, Chicago; J. H. Schively, San Francisco; R. R. Deardon, Jr., Philadelphia; E. L. Gilbert, Los Angeles.

Employment—C. M. Cartwright, Chicago, chairman; Clarence Axman, New York City; C. K. Drew, San Francisco; T. W. Dealy, Atlanta; Young E. Allison, Jr., Louisville; D. A. Hanson, Montreal; John Fanning, Toronto; George A. Watson, New York; Alonzo Church, New Orleans; Irving Williams, Indianapolis.

Life Insurance—D. M. Pollard, Beaumont, Tex., chairman; H. L. Rose, Baltimore; W. P. Cassell, Seattle; James D. Cherry, Montreal; J. D. Dux, Sioux

Falls; Most Loyal Grand Gander W. F. C. Fellers, Jacksonville, Fla.; Grand Welder Helliwell, Milwaukee.

W. E. Atwater, Milwaukee, is appointed historian. Grand guards are L. C. Thoelecke, Omaha; E. E. Collins, Seattle; Richard Monahan, Newark; R. U. Wright, Dallas; B. A. Charlebois, Montreal; E. L. Thomas, Phoenix, Ariz.

Deputies Are Appointed

Deputy most loyal grand ganders have been appointed by M. L. G. G. Fellers as follows: Oregon, western Washington, L. N. Brainerd, Portland, Ore.; eastern Washington, Montana, Idaho and Utah, C. R. Kearns, Spokane; California, Wallace Kelly, San Francisco; New England and New York state, excepting New York City, H. V. Thayer, Boston; Texas, Oklahoma and Colorado, F. A. Rittenhouse, Oklahoma City; Carolinas, Virginia and Maryland, H. L. Rose, Baltimore; Alabama, Georgia and Florida, J. L. Fulghum, Montgomery, Ala.; Indiana, Kentucky and Tennessee, R. C. Wade, Memphis; Nebraska, Kansas and western Missouri, W. O. Woodsmall, Kansas City; Illinois and eastern Missouri, J. Burr Taylor, St. Louis; Dakotas and Minnesota, D. P. Lemen, Sioux Falls; Ohio, Michigan and West Virginia, R. W. Hukill, Norwood, O.; Mississippi, Louisiana and Arkansas; J. I. Wagner, New Orleans; Iowa and Wisconsin, C. D. Wherry, Des Moines; New Jersey, New York City and eastern Pennsylvania, Joseph R. Knowland, Philadelphia.

Deputies at large are W. T. Benallack, Detroit; J. Charles Harris, San Francisco; W. E. Mallalieu, New York City; Richard E. Vernor, Chicago; James D. Cherry, Montreal.

Deputies for Canada are: Central district, H. H. Smith, Winnipeg; eastern district, L. T. Hargreaves, Toronto; British Columbia, John W. Wilson, Vancouver; Alberta, C. B. Carr, Calgary.

Safety Codes Prepared to Prevent Dust Explosions

The American Standards Association has approved a group of six safety codes, five of them for the prevention of dust explosions. One of the codes provides for the use of inert gas for fire and explosion prevention.

There are over 28,000 industrial plants in the United States subject to the hazard of dust explosions. These plants employ approximately 1,300,000 persons and their annual production is valued at more than \$10,000,000,000.

The codes, which were prepared under the sponsorship of the National Fire Protection Association and the U. S. Department of Agriculture, cover installation of pulverizing systems for sugar and cocoa, prevention of dust explosions in starch factories, prevention of dust explosions in terminal grain elevators, and wood flour manufacturing establishments; prevention of dust ignition in spice grinding plants and use of inert gas for fire and explosion prevention.

Among the organizations represented on the committee are the Associated Factory Mutuals, Conference of Special Risk Underwriters, International Association of Fire Chiefs, International Association of Fire Fighters, International Association of Industrial Accident Boards & Commissioners, Mutual Fire Prevention Bureau, National Board, National Bureau of Casualty & Surety Underwriters, National Fire Protection Association, Railway Fire Protection Association, Underwriters Laboratories and Western Actuarial Bureau.

The United States Guarantee of New York and the Lumber Mutual Fire of Boston have been licensed in Canada.

Tribute to a Service That Is Getting Business

Unusual problems and phases of insurance not only are interesting to the live insurance man, but properly considered and correctly solved they offer a means of increasing the volume of his business. Such increase may come directly from premiums paid for additional insurance protection. But quite often the increases come from other lines acquired by the agent as a direct result of his demonstration of wide knowledge of his business and genuine interest in providing his clients with the fullest possible protection for not more than what should be paid for it. Agents report that the outstanding means of supplying themselves with this equipment is in the "Fire, Casualty and Surety Bulletins" published by THE NATIONAL UNDERWRITER, 420 E. Fourth Street, Cincinnati.

Newton at Safety Council

G. D. Newton, assistant manager of the publicity department of the Travelers, is attending the meeting of the National Safety Council in Chicago this week. The Travelers is one of the most active companies in educating the people on reduction of automobile accidents. Mr. Newton and his chief, C. W. Van Beynum, have conducted the great publicity campaign inaugurated by the Travelers which has been very effective. Mr. Newton was formerly in the newspaper field and during the time that the insurance commissioners met in Hartford a year ago he looked after the publicity details. His parents live in Indiana and on his way home he stopped off to visit them.

You cannot possibly know
that your client is insured
in accord with values of
today, and that he has all
the most necessary coverages
unless you take a friendly
interest in his needs . . .
Fireman's Fund, Home Fire
& Marine and Occidental
Insurance companies, the
Fireman's Fund and Occiden-
tal Indemnity companies. . .

SAN FRANCISCO

NEW YORK CHICAGO BOSTON ATLANTA

AS SEEN FROM CHICAGO

W. B. CALHOUN TO SPEAK

W. B. Calhoun of Milwaukee, president National Association of Insurance Agents and former Wisconsin field man, a member of the Blue Goose from its early inception, will be the chief speaker at the Illinois pond's anniversary in Chicago, Oct. 26. John F. Stafford, manager of the Sun, as chairman of the committee on arrangements, will preside. Mr. Calhoun will be the speaker of the evening. C. M. Cartwright of THE NATIONAL UNDERWRITER is also on the program.

LUNCHEON FOR G. W. FUNK

The western office of the Automobile of Hartford paid tribute at a luncheon Monday noon to G. W. Funk, former western general agent, who a few weeks ago went with the western department of the Great American as superintendent. George J. Olson, assistant western supervisor, presided. Vice-President Alfred Stinson came on from Hartford and spoke at the luncheon. Later he went to St. Paul and will visit some of the other cities before he returns.

Telegrams were read from officials of the Automobile and field men throughout the central west, Texas and the Pacific Coast. The field and office force presented Mr. Funk with a traveling bag and toilet case. The girls in the office presented him with a pencil and pen set.

HEISE TO GO ON THE AIR

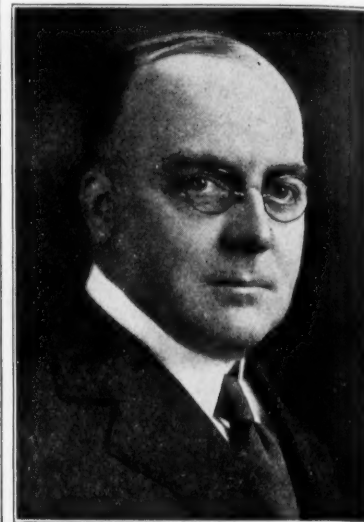
W. W. Heise, head of the W. W. Heise agency of Chicago, general agent of the Sun Indemnity, has arranged for a broadcast over WIBO at Chicago at 11:45 a. m. and 8:30 p. m. when the Bonded Motorists Service and the Sun Indemnity plan will be explained. The Sun Indemnity policy by endorsement on all automobile policies gives the facilities of the Bonded Motorists Service, an incorporated concern chartered under the Illinois laws. It gives nation-wide road service, tire service, bail bonds, legal service for collection of collision claims, medical personal first aid, touring information and maps and radiator emblems. In fact the Bonded Motorists Service gives full mechanical first aid. Nation-wide touring service of \$1 re-

imbursement up to \$10 is provided. Mr. Heise is located in the Insurance Exchange in Chicago.

EXPLAIN QUALIFICATION LAW

The Illinois agents' qualification law may possibly be made effective in spite of the fact that an error in printing has raised a question as to the appropriation, Ernest Palmer, manager Chicago Board, told the Cook County Field Club at its first fall meeting. Mr. Palmer discussed details of the law and answered questions. He urged that agents and field men not to expect too much of the measure, and he said that much discretion is left to the insurance department in formulating the application blank to be executed by all agents and brokers. He said the law will be effective or not, depending on the questions asked in this blank. The superintendent has broad power in respect to revoking licenses but must grant hearings. Mr. Palmer explained that all producers outside the state must be licensed as brokers, as the provision for an agent's license is that it can be granted only to a resident of the state or corporations organized under Illinois laws. Class 5 members of the Chicago Board must obtain brokers' licenses. Mr. Palmer considers section 2, the rebate section, will be as effective as a special anti-rebate law, as it not only covers against offering but also

Missouri Speaker



JOHN F. STAFFORD
Chicago

John F. Stafford of Chicago, western manager of the Sun of England group, spoke this week before the great Missouri insurance gathering at Jefferson City. It was appropriate that he should be on the Missouri program because he once traveled as a special agent in Missouri 37 years ago. In fact that was his first field job and his salary was \$125 a month.

against accepting a rebate. Agents must execute the application blank to obtain licenses but they will not be required to fill in a separate blank for each company that they represent, although they must pay a \$2 fee for each company. Brokers must not only pay their \$10 state license fee but also if they operate under Chicago Board jurisdiction must pay the board membership fee.

Mr. Palmer said the Chicago Board will continue to use its own discretion in accepting or rejecting individuals or corporations as members regardless of any action the state may take. Possession of an agent's or broker's license from the state will not be sufficient proof of eligibility for membership in the board, he said. E. M. Ackerman, executive secretary of the Illinois Insurance Federation, told of the steps in securing passage of the qualification law. President C. C. Hatcher, Jr., of the club presided.

ILLINOIS HAS 100,000 AGENTS

Insurance Superintendent Hanson of Illinois in a talk before the life people at Peoria said that there are 1,387 insurance companies operating in the state, 651 being fire, 263 casualty, 183 life, 128 mutual benefit associations, 155 fraternal and seven Lloyds. He stated that there are 100,000 agents licensed in Illinois.

LIFE MEMBERS' MEETING

The Life Members Society of the Fire Underwriters Association of the Northwest will hold its annual meeting in Chicago Nov. 10. Clark Munn, manager of the Cook County Loss Adjustment Bureau, is president.

LOOKS OVER FIELD TALENT

United States Manager R. R. Clark of the Caledonian is in Chicago this week looking over the field talent preparatory to appointing an Illinois state agent.

S. B. Komaiko, head of S. B. Komaiko & Co., Insurance Exchange, Chicago, was chairman of the local committee of Chicago Jewish organizations in charge of the meeting at which delegates were elected to the ninth session of the American Jewish Congress which was held at Philadelphia, Oct. 15. Mr. Komaiko was reelected chairman by acclamation.



Says JERRY COLLINS (LOCAL AGENT AT MIDDLETOWN)

"A boy came into my office this mornin' 'bout 9:15 and handed me a bunch o' keys which he had jus' found down r' the Corners (there was a tag on 'em bearin' my name an' a number). I gave the kid a quarter, an' he grins an' says 'Gee, you're a good guy, thanks!!' The number in my book showed they b'longed to Fred Pearly, so I hops in the flivver and runs down r' his office. Fred was fumin' 'round out front an' tearin' his hair so to speak (like they say in th' movies). Couldn' get in, and couldn' get at nuthin' if he did! 'Here y' be, Fred' says I.—An' was he glad? Say, he wanted to take me down r' the corner an' buy me a box o' cigars, but I says 'No, Fred, jus' glad I could be a friend in need.' Then he got a bright idee an' says 'Say, write up that Rent Policy you been tryin' to sell me. I know I ought r' have it, and you can use the commission on it.' So I did, and now I want to thank The Columbia for tellin' me about these key tags, and also fixin' it so I got 'em at a good price. The Columbia's ideas sure bring business!"

Organized 1881

Administrative Office, Washington Park, Newark, New Jersey

Surplus to Policyholders \$2,283,236.38

ONE OF THE AMERICAN GROUP

The
Columbia
FIRE
INSURANCE COMPANY
OF DAYTON, OHIO

ONE "BOOK"* OF POSTAL TELEGRAMS

...THREE-HUNDRED INTERVIEWS



* A "book" of Postal Telegrams is a single message sent to as many people as you would reach. A Postal Telegraph representative will be glad to call and handle all details for you.

Postal Telegraph is the only American telegraph company that offers a world-wide service of coordinated record communications under a single management. Through the great International System of which Postal Telegraph is a part, it reaches Europe, Asia, The Orient over Commercial Cables, Central America, South America and the West Indies over All America Cables, and ships at sea via Mackay Radio.



The poster reproduced here, featuring the insurance industry, will be shown in Postal Telegraph office windows throughout the country during the period October 12th to 31st.

Alabama agent recognizes unique selling advantages of Postal Telegraph, gets 300 live prospects out of 625 possibilities ...



Postal Telegraph serves the insurance industry in many varied ways.

An Alabama agent, whose middle name should be Progress, flashed a "book" of Postal Telegrams to a list of 625 and presto! he got 300 live prospects in return.

A New Haven agent who knows something about the psychology of the wire message did a 100% collection job by sending a "book" of Postal Telegrams to his list of slow accounts.

The answer is, of course, that most folks have an inbred, healthy sort of respect for a Postal Telegram. It demands their attention. They read between the lines. It does the job.

If you are interested in Postal Telegraph as an aid to *your* business, allow a Postal Telegraph representative to call and give you some facts.

Insurance

Security . . . Protection

DURING 1930 the total payments made by life insurance companies in the United States amounted to \$6,800,000,000. And, in addition, \$468,000,000 was paid out for fire losses. These staggering figures offer practical testimony to the constructive protection and security afforded the people of America by insurance. At the service of this great public benefactor—expediting the payment of losses—releasing new policy information, etc.—is the vast network of telegraph, cable and radio communications of Postal Telegraph and its associated companies in the International System.

Insurance agents may transmit proposals and obtain for Postal Telegraph at the low rate of 20 cents a message within day limits.

THE INTERNATIONAL SYSTEM

Postal Telegraph

All America Cables Commercial Cables Mackay Radio

THE INTERNATIONAL SYSTEM

Postal Telegraph

Commercial
Cables



Mackay Radio

All America
Cables



COVERAGES EFFECTED

FIRE,
AUTOMOBILE,
TORNADO,
RENTS,
LEASEHOLD
EXPLOSION,
RIOT and CIVIL
COMMOTION,
PROFITS AND
COMMISSION,
USE & OCCUPANCY
INLAND MARINE
OCEAN MARINE

TRADITION— PERMANENCE— STRENGTH

Over a period of three centuries.....

an exacting fairness to agents and security to policyholders....

a uniform course of successful activity....

an unbroken record of service and achievement undisturbed by the ebb and flow of political and economic tides.....

a reputation unsullied by hint of compromise or breath of scandal....

These are the priceless heritages handed down to the Patriotic and its agents by the parent company, The Sun of London—heritages that have been the leading factors in the rapid progress of the Patriotic.

PATRIOTIC INSURANCE COMPANY of AMERICA

HEAD OFFICE
55 FIFTH AVENUE, NEW YORK

OSWALD TREGASKIS, President

WESTERN DEPARTMENT
WRIGLEY BLDG.,
CHICAGO
JOHN F. STAFFORD,
Manager

MARINE DEPARTMENT
11 SOUTH WILLIAM ST.,
NEW YORK
WM. H. MCGEE & CO.,
General Agents

PACIFIC DEPARTMENT
SAN FRANCISCO
C. A. HENRY,
General Agent

As Seen from NEW YORK

VAN SCHAICK TO BE SPEAKER

A considerable number of fire, life and casualty companies, as well as agency and brokerage houses, have already engaged tables for the annual dinner of the General Brokers Association at the Hotel Astor, New York, Oct. 27. Judge Albert Conway, former superintendent of insurance, is to be toastmaster while G. S. Van Schaick, present superintendent, will make the principal address.

* * *

EXAMINING QUEENSLAND

The New York department is examining the Queensland of Australia, which reinsured its fire and marine business in this country in the Union Marine & General of Liverpool last April. The latter company is controlled by the Phoenix of London, and has conservatively extended its fire activities here under the Phoenix management. W. J. Comas, who served as United States manager for the Queensland for seven years prior to his retirement from the post in the spring, returned to Sydney when reinsurance arrangements were completed, and is again an official at the head office of the company, while H. J. Robinson, assistant manager, joined the staff of the Phoenix fire group as assistant secretary. Mr. Robinson had previously been for a number of years with the London & Lancashire, getting his underwriting training under the late A. G. McIlwaine, recognized as one of the most successful managers the fire business ever produced.

* * *

NEW YORK BLUE GOOSE MEETING

The first fall meeting of the New York City Blue Goose, to be held at the Down Town Club, Newark, N. J., Oct. 19, will be largely a testimonial to the past most loyal ganders of the organization. A representative of the Lincoln National Life, which grants special life coverage to members, will be in attendance and explain the offer to write additional insurance upon the lives of those desiring the protection. With a view to again making the New York City pond the largest in the country, a determined effort to gain new members is being conducted under the direction of T. B. Donaldson, custodian of goslings.

* * *

INTEREST IN HOOVER PLAN

Eastern company officials have been much interested in President Hoover's plan to bring about economic and financial rehabilitation through the arranging of a \$500,000,000 revolving fund. Business organizations the country over have approved the project. Company officials are inclined to believe that there may be an upturn although there will be temporary setbacks from time to time during the next three or four months. However the best opinion is that industrial and mercantile establishments as well as financial institutions are readjusting themselves to new conditions and are in better shape than they have been. The purging process has been going on for 24 months. Weaknesses have been brought out and a number of needed reforms have been established.

A number of company officials are inclined to blame the bankers, claiming that in too many instances they were ruthless in their consideration of collateral held for loans. Securities were sold at prices far below their real worth thus tending to further depreciate market quotations. Insurance stocks suffered with the rest, they being thrust on the market and the prices in consequence were sent down. One of the foremost fire companies suffered a greater depreciation in the market value of its securities during September than the entire preceding eight months. These securities were high grade.

AMERICAN INDEMNITY COMPANY GALVESTON

C. S. KUHN, Vice President.

COMPLETE
AUTOMOBILE PROTECTION
FIDELITY
AND
SURETY BONDS

Desirable
general agency
contracts
available in
unallotted territory

SAFETY
SATISFACTION
SERVICE

Whatever any
other companies
do for their agents
within the bounds of
sound, ethical business
and good underwriting
practice, we will do.

FIRE
WINDSTORM
AUTOMOBILE INSURANCE

AMERICAN
Fire & Marine
INSURANCE COMPANY
GALVESTON

E. C. FRENCH, Vice President

You are losing profits if you sell **ONLY** "fire" insurance



BUSINESS executive or stockholder, landlord or tenant... your customers and prospects have some interest in property that should be protected by fire insurance.

But . . . that is not enough!

Suppose a plant is damaged so that production stops for months; what about lost profits? What money will pay taxes, salaries of men under contract?

Suppose an apartment house or office building burns; fire insurance may replace the building but it won't pay income to the landlord. Nor will it make up the difference if a tenant has to pay increased rent for other space in a suitable building.

Fire insurance is just one phase of property insurance. It is essential, but it does not—can not—give all the coverages that are important today.

Interrupted Income Insurance (or Use and

Occupancy), Rent, Rental Value, Leasehold—here

are policies fully as important to many property owners as fire insurance. They continue income in the face of adversity; they provide a place in which to do business or to live. They supply necessary money for taxes and assessments or any charges that continue even after a building has been destroyed.

Be sure you offer these policies. Each one sold means better protection for your customers—and plus profits for you.

* * *

Write for specific literature; get the facts on any of these policies with which you are not now familiar. Or send for our representative to give you full details on more than twenty different property coverages issued by these allied companies.

Agricultural
Insurance Company,
of Watertown, N.Y.

Empire State
Insurance Company,
of Watertown, N.Y.

THESE AGRICULTURAL AND EMPIRE STATE POLICIES ARE AVAILABLE TO ALL PURCHASERS • Fire • Parcel Post • Automobile • Marine
Use and Occupancy • Rent and Leasehold • Windstorm • Aircraft Damage • Sprinkler Leakage • Explosion and Riot • and other property coverages.

NEWS OF THE COMPANIES

Globe and Republic Merge

Two Pittsburgh Companies of the Corroon & Reynolds Fleet Have Pooled Their Interests

PITTSBURGH, Oct. 14.—Subject to the approval of stockholders and of the Pennsylvania department, the Globe and the Republic, both of this city, will amalgamate, the enlarged corporation to be known as the Globe & Republic of America. R. A. Corroon, now president of the Globe, will become chairman of the board of the merged company, and N. A. Weed its president. Mr. Weed now holds that post with the Republic. The Globe & Republic will operate as a member of the Corroon & Reynolds fleet, as have the two now separate corporations for several years past. At the close of 1930 the combined assets of the companies were \$9,095,616, with liabilities of \$5,281,548, including premium reserve of \$4,423,077, and capital and surplus, \$3,814,067.

Both the Globe and the Republic are

old established institutions, the former having been launched in 1862 and the latter in 1871, and each has since been in continuous operation.

Bronx Fire and New York Fire Are Arranging to Merge

The Corroon & Reynolds organization is now getting its companies merged, as it realizes the value of having larger companies and not so many in a group. The latest merger is the Bronx Fire and the New York Fire. The New York Fire was incorporated in 1832. The directors have recommended that the merged company operate under the name of the New York Fire. As of Dec. 31 the two companies showed combined assets of \$7,339,898, premium reserve \$2,965,097, policyholders surplus \$3,970,043.

Wolverine Gains 53 Percent

LANSING, MICH., Oct. 7.—Consistent business gains have been re-

corded so far in 1931 by the Wolverine, Lansing stock auto carrier, according to R. K. Orr, president. Premium volume for the first eight months is 53 percent over 1930. The actual number of policies written, however, is 70 percent greater.

The Wolverine has obtained licenses in the District of Columbia and about a half dozen eastern and mid-western states this year, practically doubling its agency plant, which now numbers about 600 representatives. Profits from this year's business, Mr. Orr said, now appear to be running large enough almost to defray the cost of the expansion program. The board of directors last week authorized the regular quarterly 2 percent dividend.

The company has complied with the provisions of the Ontario financial responsibility law but does not intend to engage in active writing in the province, at least for the time being, Mr. Orr said.

Travelers Fire Arranges for Western River Service

Announcement is made by the marine department of the Travelers Fire that beginning Nov. 1 it will extend its facili-

New President



JAMES S. KEMPER, Chicago

James S. Kemper, president Lumbermen's Mutual Casualty, American Motorists and National Retailers Mutual, and head of the great Kemper syndicate of mutuals in Chicago, was elected president of the National Association of Mutual Insurance Companies at its meeting in Chicago last week. Mr. Kemper has been vice-president. The Federation of Mutual Fire Insurance Companies held its convention in Chicago at the same time and Mr. Kemper was president of this organization. He is one of the outstanding mutual men of the country and was formerly insurance director of the United States Chamber of Commerce.

ties to include western river business, comprising hulls and cargoes on the Mississippi River and its tributaries. This type of business will be handled by Neare, Gibbs & Co., Cincinnati, who have specialized in the underwriting of hulls and cargoes on the Mississippi river system over a long period of years.

Neare, Gibbs & Co. have been appointed western river general agents and will service this class of insurance for agents in the states adjoining the Mississippi and its tributaries.

Firemen's Votes Dividend

NEW YORK, Oct. 7.—The Firemen's of Newark has declared a quarterly dividend of 30 cents a share, payable Oct. 24. Though the combined premiums of the Firemen's group of fire and casualty companies showed a drop of but 3.68 percent, its management yet felt it the part of wisdom, in view of the present uncertainty of general business, to reduce the dividend at this time somewhat from that paid in the previous three quarters. Even including the present reduction, the total return to stockholders for 1931 will average 19½ percent, or \$1.95 per share.

Miscellaneous Company Notes

The Metropolitan Inter-Insurers of New York has been admitted to Maine. The Federal of New Jersey has been licensed in Canada and the Glens Falls has quit writing hail in Canada.

The Kentucky department of fire prevention and rates has added an electrical inspector to its Louisville branch office. The new inspector is W. W. Shackeliter, formerly with the electrical inspection department of the Kentucky Actuarial Bureau.

EXPERIENCED INLAND MARINE MAN

Eight years' experience. Can produce business as well as underwrite. Can furnish the best of references. Willing to go where the opportunity is. Address U-32, The National Underwriter.

INCORPORATED 1799

PROVIDENCE WASHINGTON INSURANCE COMPANY

of Providence, R. I.

Capital \$3,000,000

Surplus to Policyholders, \$11,159,491

INCORPORATED 1928

ANCHOR INSURANCE COMPANY

Providence, R. I.

Organized and Owned by the Providence Washington Insurance Co.

Capital \$1,000,000

Surplus to Policyholders \$1,563,657

The above Companies write:

FIRE

TORNADO

AUTOMOBILE

OCEAN AND INLAND MARINE

and their allied lines

FULL COVERAGE AUTOMOBILE INSURANCE

under Combined Policies with

MARYLAND CASUALTY COMPANY

INCORPORATED 1832

VIRGINIA FIRE AND MARINE INSURANCE COMPANY

Richmond, Va.

Capital \$500,000

Surplus to Policyholders \$1,671,770

FIRE
SPRINKLER LEAKAGE

TORNADO
AUTOMOBILE INSURANCE

WESTERN DEPARTMENT: 175 W. Jackson Blvd., CHICAGO, J. R. Cashel, Manager

Big Testimonial Dinner for James V. Barry to Be Given

(CONTINUED FROM PAGE 6)

Jenison, Dyer-Jenison-Barry Co., Lansing, Mich.; F. R. Jones, secretary Association of Casualty & Surety Executives, New York City; F. N. Julian, president Bankers Fire & Marine, Birmingham, Ala.; F. V. Keesling, vice-president West Coast Life, San Francisco; J. S. Kemper, president Lumbermen's Mutual Casualty, Chicago; J. M. Laird, vice-president Connecticut General Life; F. D. Layton, president National Fire, Hartford; H. A. Ley, president Life Extension Institute, New York; L. A. Lincoln, vice-president Metropolitan Life; Gustaf Lindquist, St. Paul, Minn.; C. D. Livingston, president National Convention of Insurance Commissioners, Lansing, Mich.

Eminent Officials on Committee

Also Edson S. Lott, president United States Casualty; T. B. Macaulay, president Sun Life, Montreal; L. A. Mack, president "Weekly Underwriter"; W. E. Mallalieu, general manager National Board of Fire Underwriters; George K. March, president Detroit National Fire; J. C. McCall, vice-president New York Life; Leighton McCarthy, president Canada Life; S. W. McCulloch, former Pennsylvania commissioner, Harrisburg, Pa.; J. A. McVoy, president Central States Life, St. Louis; G. M. Merigold, Prudential, Newark, N. J.; A. N. Mitchell, general manager Canada Life; W. E. Monk, general counsel Massachusetts Mutual Life; C. I. D. Moore, vice-president Pacific Mutual Life; M. M. Moss, senior vice-president Union Indemnity; R. G. Moss, "Underwriters Report," San Francisco; H. S. Nollen, president Equitable Life; Chase S. Osborn, former governor of Michigan, Sault Ste. Marie, Mich.; A. F. Powrie, manager Fire Association, Chicago; J. A. O. Preuss, W. A. Alexander & Co., Chicago; James F. Ramsey, secretary Washington National Insurance Co., Chicago; J. G. Read, secretary National Convention of Insurance Commissioners, Oklahoma City; A. Duncan Reid, president Globe Indemnity; Frederick Richardson, United States manager General Accident, Philadelphia; J. B. Reynolds, president Kansas City Life; W. P. Robertson, assistant western manager North America, Chicago; John B. Sanborn, judge United States Court, St. Paul; Harry L. Seay, president Southland Life, Dallas; E. G. Simmons, vice-president Pan-American Life; Clyde B. Smith, Lansing, Mich.; George Willard Smith, president New England Mutual Life; F. R. Stoddard, Jr., attorney, New York City; E. C. Stone, United States manager Employers Liability; C. F. Sturhan, president Rossia, Hartford; A. T. Tamblin, president Lincoln Fire, New York; C. G. Taylor, assistant manager Association of Life Insurance Presidents; R. H. Townner, Townner Rating Bureau, New York City; Geo. E. Turner, president First Reinsurance, Hartford, Conn.; G. S. Van Schaick, superintendent of insurance, New York; Arthur I. Vorys, attorney, Columbus, O.; T. R. Watters, Jr., attorney, Des Moines; George T. Wight, manager Association of Life Insurance Presidents; C. F. Williams, president Western & Southern Life; G. L. Williams, vice-president Union Central Life; W. G. Wilson, general agent Aetna Life, Cleveland; Lee J. Wolfe, New York City; H. M. Woolen, president American Central Life; G. B. Young, general counsel, National Life, Montpelier; G. R. Allen, president Federal Aid Union, and president National Fraternal Congress.

General Chairman Tyrrell announces that the program is now being shaped up and the speakers will represent different lines of insurance. A leading life company official will probably be toastmaster. The speakers, Mr. Tyrrell says, will be those in the business or those that have been.

Insurance Institute Meeting

The annual meeting of the Insurance Institute of America will be held at the Waldorf-Astoria in New York, concluding with a dinner the evening of Oct. 27. Henry Moir is president of the Institute; C. R. Pitcher and William Bro-smith, vice-presidents, and E. R. Hardy, secretary.

Briton Views Situation in U. S.

In a letter addressed to the London "Times" in connection with the financial situation in Great Britain, F. W. Pascoe-Rutter, governor of the London & Lancashire, said in part:

"Undoubtedly at present insurance companies are feeling the effects of the world's disturbance. Diminished premium income was the natural expectation. An increase in the percentage of expenses was therefore equally to be expected. . . .

"Again, the United States has been an anxiety ever since the break in her market, but, fortunately, due to the conservatism and caution of British insurance companies, their investments have been of such a character that even before the suspension of the gold standard there was, generally speaking, an appreciable surplus of values beyond cost prices.

Americann Business Peculiar

"Insurance business in America has been peculiar. The American companies have to a very large extent depended not so much upon profits from underwriting as upon the appreciation in the value of their investments, which

appreciation improves their annual surpluses. It has always been difficult to make more than a very modest profit from underwriting in America.

"The significance of this business of British insurance companies in the United States may be indicated by the simple fact that the aggregate fire and accident premiums of 18 groups of companies, virtually comprising all the British companies operating in America, show in sterling for 1930, at the then rate of exchange, £49,826,787, as against £47,877,470 from the rest of the world.

Must Maintain High Deposits

"Similarly with investments, for it must be remembered that foreign companies are obliged to maintain in America very high deposits as protection for their liabilities, which remain there permanently and so to speak, cannot be brought home. It would appear from the published statements that, taking five of the most prominent British companies operating in the United States, their total assets (excluding life) in 1930 were £101,000,000, of which over £59,000,000 was invested in America."

Farm Fire Protection in Campaign to Cut Losses

At a joint meeting of the agricultural committee of the National Fire Waste Council and the farm fire protection committee of the National Fire Protection Association it was agreed that energetic work is needed to reduce fire waste on the farms. Dr. D. J. Price, director of chemistry and soils of the U. S. Department of Agriculture, chairman of the N. F. P. A. committee, presided in the morning while Wallace Rogers of Chicago, chairman of the agricultural committee, was in charge in the afternoon. The farm fire loss last year amounted to \$100,000,000. Including communities up to 2500 population, which might be considered rurals, the loss was \$260,000,000.

I. D. Goss, of Chicago, farm department manager of the America Fore, chairman of a special committee to prepare a farm fire protection handbook, stated that the work had been about completed and would be in print in a few weeks.

Buck Is Milwaukee Speaker

MILWAUKEE, Oct. 14.—More than 50 members of the Wisconsin Fire Underwriters Association attended the quarterly meeting here Tuesday. A memorial to W. B. Erfert, elected to head the association last June, but who died before he was able to take office, was adopted.

Randolph Buck, manager of the Western Factory Association, Chicago, was the principal speaker. He described in detail the operation of his association and its purposes.

Kurth Back From Coast

Wilfred Kurth, president of the Home fleet, is back from a trip to the Pacific Coast, in the course of which he made a memorable address at the annual convention of the National Association of Insurance Agents at Los Angeles, going thence to San Francisco to visit the office of his companies in that city.

Great American Promotions

Following the death of G. W. Krech, vice-president and secretary Great American, D. R. Ackerman has been elected to fill both offices. He was formerly secretary. At the same time Myles Walsh was advanced from chief accountant to secretary. Previous to his association with the Great American Mr. Walsh was connected with the Niagara Fire.

Plans Are Announced for Connecticut Insurance Day

HARTFORD, Oct. 14.—Connecticut's seventh annual "Insurance Day" will be observed in Hartford, Oct. 29. Commissioner Dunham is honorary chairman of the committee on arrangements and G. E. Turner, president the First Reinsurance of Hartford, chairman.

Vice-chairmen are James L. Case of Norwich, and D. G. North of New Haven, representing fire and casualty agents and George L. Hunt, Hartford, general agent New England Mutual Life, is vice-chairman representing the life agents. Samuel J. Putnam, New England manager Constitution Indemnity is secretary.

There will be a general program in the morning and separate sessions for life insurance and for fire and casualty insurance in the afternoon. The morning program will be arranged by a committee consisting of J. L. Case, J. H. Coburn, D. G. North and M. C. Terrill. The afternoon programs will be arranged by officers of the Connecticut Life Underwriters Associations and the Connecticut Association of Insurance Agents.

At the close of the afternoon sessions those attending the meetings will visit the new quarters of the Connecticut insurance department in the new state office building.

Alabama Department to Check Outside Transactions

MONTGOMERY, ALA., Oct. 14.—Superintendent Greer is making an investigation of reports that considerable casualty and fire business written on properties in this state are handled through outside brokers or agents depriving the state of its taxes and Alabama agents of their commission. Mr. Greer states that it is estimated that between \$50,000 and \$100,000 are lost to the state in taxes through this outside business. He is sending out letters to companies asking for lists of risks written by outside agents on Alabama property.

Phillips Leaves for Coast

Vice-president A. R. Phillips of the Great American left for the Pacific Coast Tuesday.

O. E. Hoffund has purchased the interest of his brother, C. E. Hoffund, in the Hoffund Brothers agency, Hawarden, Ia.

Weis Is Elected President of Missouri Association

(CONTINUED FROM PAGE 4)

to all sides. The troubles of the companies, he declared, are just as much troubles of the agents. He emphasized the necessity of local boards being established. A successful local board, he held, will do much to bring about harmony.

So far as membership is concerned on the five year development plan of the National association, he said that the first four years shows a 35 percent increase, which leaves 15 percent to go. President Calhoun emphasized the principle of reciprocity in business, declaring that stock insurance people should patronize those concerns that patronize them.

President Calhoun elucidated the point brought out by Commissioner Livingston of Michigan in his address at Los Angeles where the growing competition of non-agency organizations was presented. Commissioner Livingston made the point that agents are entitled to a reasonable commission for the service. He said, however, that commissions should not be raised to the point where agency companies cannot compete with non-agency companies.

Some of the unsolved problems handed down to the present administration are overhead writing through company pools, fictitious fleet and employees group coverage, farm underwriting, losing business of compensation and automobile liability, continuous threats of governmental invasion of private business, cession and recession of reinsurance by organization companies and non-board companies and stock companies and mutuals.

Snyder May Recover Sight

LOUISVILLE, Oct. 14.—Prospects are that Frank G. Snyder, head of Snyder Brothers General Agency, Louisville, will be restored to normal vision as a result of an eye operation Monday Oct. 11, in Louisville, when a cataract was removed from his right eye, the left eye having been operated upon in 1930. The physician has announced that the first operation was entirely successful, but that until the other eye was improved, Mr. Snyder was at a disadvantage in focusing.

Mr. Snyder had been gradually going blind for eight or ten years, and made light of it, not really considering how bad his sight was, until he walked into an automobile some two years ago. For the past year and a half he has been almost totally blind, merely being able to distinguish as between light and dark colors, and light and dark. In spite of approximately 65 years he is in perfect physical condition otherwise.

R. L. Maxwell's Change

R. L. Maxwell, formerly marine special agent for the Home in Ohio has resigned to go with Newhouse & Sayre, general agents for all-risk insurance covers, and will be attached to the Chicago office. Prior to going to the Ohio field Mr. Maxwell was connected with the Chicago marine department of the Home.

Randolph Buck to Speak

MINNEAPOLIS, Oct. 14.—Randolph Buck of Chicago, manager Western Factory, will address the Insurance Club of Minneapolis Oct. 20, on "Mutual Competition, and Reciprocity in Conjunction Therewith."

The Insurance Club is composed of more than 200 local agents and representatives of stock fire and casualty companies, as well as agents of both stock and mutual life companies. For over 12 years it has held semi-monthly meetings of an educational and inspirational nature.

Do you thoroughly understand fire insurance rating? Write The National Underwriter about the **Dean Schedule course**.



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asset to both Agent
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(Field Correspondent)

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Nelson Reelected New Jersey Prexy

(CONTINUED FROM PAGE 5)

Bankers' Indemnity dealt with the perplexities now confronting the casualty business.

James Case, Norwich, Conn., past president of the National association, spoke on the cancellation of insurance policies for nonpayment of premiums. Mr. Case is chairman of the National association committee on that subject.

The following county vice-presidents were also reelected:

R. B. Brode, Atlantic; C. Bloeker, Bergen; H. H. Hawkins, Jr., Burlington; W. B. Hambleton, Camden; J. A. L. Harris, Cape May; W. R. Pruden, Essex; E. L. Sturgees, Gloucester; J. Ransom, Hudson; R. Van Fleet, Hunterdon; S. M. Fell, Mercer; T. S. Brown, Middlesex; A. Stansbury, Monmouth; G. H. Pierce, Ocean; W. R. Sprague, Sussex; C. Reeves, Cumberland; W. H. Jewell, Morris; C. E. Meek, Passaic; S. M. Meeker, Union; C. W. Acton, Salem; G. O. Messler, Somerset; and A. B. Craig, Warren.

Collections Are Big Problem in Work of Local Agents

(CONTINUED FROM PAGE 5)

to issue any policy for which I am not going to be paid."

Most local agents insist that the companies are not coming to their assistance on collections. They do not want an extension of time in the payment of their own balances, but only some practical help and suggestions from their companies as to how they can collect from their assureds. They say that the companies seem interested only in business getting and are taking the technical position that the agent's collections from his assureds is the agent's own problem and not something that should involve the company. Some agents are resentful of the fact that the companies are letting them flounder with their collection problems and showing no disposition to come to them with ideas as to how other agents are making collections or what plans they have found to be successful in other parts of the country.

One agent who has been making a good collection showing says:

"We have one of the most important things in the country to sell and yet we are apologetic about collecting money for it. I know loads of agents who will go in to a customer and say, 'Can't you let me have \$25 on account?' I am awfully short this month and it would help me out a good deal.' Such an agent is merely rattling the tin cup. He ought to be out on the street with a handful of lead pencils.

Apologetic Attitude Harmful

"Fire insurance is the basis of all credit. Any merchant or factory owner would be unable to stay in business if all of his insurance were cancelled. His creditors would extend him no more credit. They would insist upon his immediately getting fire insurance coverage and if he failed to do so they would not only eliminate his credit but take away from him the goods already sent him. This is probably well known to everybody, but it is a good thing to remind merchants who are disinclined to pay what they owe that they should pay their fire insurance premiums whether they pay anything else. Most of them go on paying their rent and employees and the bills that are submitted to them for the new goods or materials they are ordering, but they just let their fire insurance bills go. They should be reminded that they could not even operate if it were not for their fire insurance. This being the case why should any agent be apologetic about collecting for the policies he has sold? An apologetic attitude is not only out of order, but it convinces the assured that he can con-

Kansans Are All Set for Annual Confab at Topeka

TOPEKA, KAN., Oct. 14.—Open discussions will feature the annual convention of the Kansas Association of Insurance Agents here Friday. Only two set talks are scheduled: T. S. Ridge, Kansas City, National association executive committeeman, will talk in the morning, and Commissioner Hobbs in the afternoon. F. T. Priest, Kansas councillor of the National association, will report on the National Council meeting, which was held in connection with the Los Angeles meeting.

Many problems are expected to be brought up at the open sessions. L. B. Brown, Wichita, will lead a discussion on "Public Relations"; Paul Yankee on "Compensation Insurance"; and "Kansas Motor Laws" will be discussed by Thomas Mulloy, Kansas Public Service Commission. It is also thought that a lively discussion will develop on the question of uniform cancellation of policies for non-payment of premiums.

A large crowd is expected to arrive in Topeka tomorrow for the golf tournament and smoker which will be attended by President W. B. Calhoun of the National association, who cannot remain for the main sessions the following day.

The executive committee will hold a supper-meeting in honor of Mr. Calhoun tomorrow evening. All business of the committee will be transacted at this meeting, including the appointment of the nominating committee and other important committees.

Those interested in life insurance will attend a group luncheon Friday noon when T. Hussey, Topeka, will lead a discussion.

There will be no speakers at the banquet Friday evening, which will be followed by a dance. Saturday noon the convention moves to Lawrence where the Lawrence Board is entertaining with a luncheon, followed by attendance at the Kansas University-Kansas State football game.

Wisconsin Directory Shows Its Growth Insurancewise

The 1931 edition of the Wisconsin Insurance Directory has come from THE NATIONAL UNDERWRITER press, it giving full information as to the state. These state insurance directories are veritable gold mines of information for anyone interested in insurance in particular states. The Wisconsin book gives a full list of agents in every city, town and hamlet and the companies they represent. It gives workable information regarding the insurance companies. It gives the state premium and loss statistics for five years. It gives a resume of the Wisconsin insurance laws. The Wisconsin book grows in importance because the state from an insurance standpoint is developing.

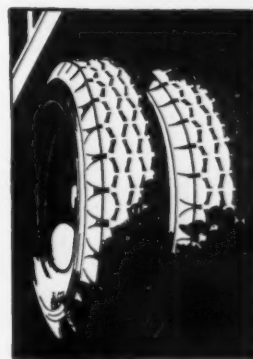
Tribute Paid Chauncey Miller

At the close of the meeting of the Insurance Advertising Conference at Toronto last week a remarkable tribute was accorded to C. S. S. Miller, retiring president, who is publicity director of the North British & Mercantile. Mr. Miller is one of the founders of the organization. The next annual meeting will be at Hampton Roads, Va.

tinue to treat the payment of his fire insurance premiums lightly and need not think of sending a check for them until all of his other bills have been paid."

Silver service medals in appreciation of 25 years' continuous agency representation of the Home of New York have recently been awarded George Steig and Walter Kountz of Kountz, Steig & Whitaker, Toledo; F. H. Howell, Newcastle, Cal., and P. J. Anthony, Munich, N. D.

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ruggedly constructed that prove efficient under heavy loads and the most trying conditions build up an enviable reputation because of their dependability. In designing trucks engineers must bear in mind that it is necessary to combine speed and power with safety for maximum efficiency. The power propelled through the rear wheels equipped with enormous dual tires make it possible to gain traction up great inclines out of deep building excavations. » "The Home of New York" a strong and reputable stock company has for over seventy-eight years proved thoroughly dependable through the periods of prosperity and depression. By being adequately insured in The Home Insurance Company of New York the assured will be financially protected at all times. » » »

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Surplus to Policyholders
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Other Obligations
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current balances payable when due
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Reputation

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Service

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Formerly THE WESTERN UNDERWRITER

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Responsibility of Agents

INSURANCE COMMISSIONER H. P. DUNHAM of Connecticut in a recent address presented some observations from the standpoint of a state supervising official that should be taken to heart by everyone. He called attention to the changing times in insurance, bringing new problems and new issues. He declared that in this day one must be adaptable to these changes. Insurance men cannot use the method of yesteryear to apply to modern times. There is need of a new technique. Resourcefulness is a quality that is most urgent in agency work.

Premiums are off, investments do not earn what they did in the past, companies have "sour" securities, collections are hard. In facing such a condition the companies must rely more than ever on the honesty, readjustment and sincerity of agents. Almost every person is in a troubled state of mind. Therefore he relies on his agent to see to it that he is properly protected insurance-wise. He wants to be sure that if there is a claim and it is legitimate it will be paid.

Commissioner DUNHAM stated very truly that the day of underwriting is dawning again with the stock market far down in the depths. Underwriting should always have its rightful place. It should never be dethroned as it was in the days when the stock market superseded everything else.

As Colonel DUNHAM pointed out, unless an agent knows his contracts and how to apply them and is well versed in insurance, he cannot use the best judgment in his work. One must have an understanding of human nature as well as a knowledge of insurance. The two are tied together. The competent agent is an asset to his company.

Commissioner DUNHAM paid his respects to rate cutters and high commission institutions. He said that any company paying exorbitant commissions, rebating, cutting rates and being more liberal than experience shows that it safely can, will eventually go on the rocks unless it changes about face in time to maintain its solvency. These wide open companies, he said, are doomed to failure. They are flying in the face of all economic rules. Commissioner DUNHAM declared that no agent should allow temporary gain to sway his judgment and take him away from the straight and narrow course because if embarrassment does come his community loses confidence in him.

The public should not be deceived by the lure of cheap insurance. It is cheap indeed when it does not fulfill its obligations. The difference between satisfaction in handling a claim and disgust may rest in the fact that \$100 is the proper rate and \$70 is charged for the shoddy kind that does not protect.

Encouragement Builds; Criticism Kills

AT THE meeting of the agency section of the AMERICAN LIFE CONVENTION, Vice-President H. H. ARMSTRONG of the TRAVELERS who was presiding as chairman of the section referred to the present strain, the complexities and discouragements of the hour, stating that this is a time when every honest, constructive effort should be given support. Insurance companies, he said, should have no secrets when it comes to handing over to others

methods or practices they have found effective. It is a day when strong men may weaken and when foundations may crumble. The catastrophic economic hurricane has jolted institutions of great solidity. Therefore a man of strong mind, big vision and conquering hope can help with a word of cheer. As Mr. ARMSTRONG laconically put it "Encouragement builds. Criticism kills." Cooperation is the keynote today.

PERSONAL SIDE OF BUSINESS

Bruce Dodson, Jr., head of the reciprocal organization which bears his name, and his bride, returned to Kansas City last week after two months' honeymoon in the Orient—China, Japan and Manila.

A. D. Dulaney, Arkansas commissioner, has returned to his office after an illness of about three weeks. He underwent an emergency operation in Fulton, Ky., about three weeks ago while on his way to Chicago to join the party going from there to the commissioners' meeting in Portland.

J. C. McKown, secretary of the St. Paul Fire & Marine, rounded out 43 years of service with that company Oct. 1.

Mrs. W. F. Bruenger announces the marriage of her daughter, Marie, to Herbert H. Chittenden of Columbus, O., state agent of the Home of New York group, Oct. 9 at Fort Thomas, Ky. Mr. Chittenden is a former Kentucky field man. He is one of the leading state agents of Ohio and is held in high esteem by the head office of his company.

Frank T. Priest of the Dulaney, Johnston, Yankee & Priest agency, Wichita, Kansas national councillor is the proud father of a son, who has been named Frank, Jr.

A new American Legion post has been organized at Wichita and named the Erwin R. Bleckley Post in honor of a brother of Clarence E. Bleckley, Kansas state agent Rhode Island and most loyal gander of the Kansas Blue Goose. Lieut. Erwin R. Bleckley lost his life in the World War serving as an aerial observer and won a Congressional medal.

Haskell Noyes of the Leedom, Miller & Noyes agency, Milwaukee, was elected chairman of the Wisconsin conservation commission at its meeting in Milwaukee. Mr. Noyes has been acting chairman of the commission for several months. He has been a member of the state commission for three years. Mr. Noyes has been chairman of the national executive committee of the Izaak Walton League and is also a past president of the Wisconsin organization and of the Milwaukee chapter.

Arthur J. Weed, Boston, New England state agent Norwich Union Fire, is celebrating 40 years of service with the company this week. He visited the home office last week and a luncheon was given in his honor with Hart Dartington, manager, presiding.

Charles D. Eaton, former resident manager in St. Louis for the Springfield Fire & Marine, died in St. Louis Monday following a long illness. He retired about a year ago after holding that post since 1901. His son, Charles D., Jr., is broker in St. Louis.

Jules B. Guinotte of Kansas City, western manager of Barber & Baldwin, usually travels by plane. Returning by motor car recently from New York, car trouble developed just outside Springfield, Ill. A wrecking crane chain broke and dropped the car to the pavement, damaging it. Another garage was called. While mechanics were placing the car on a jack Mr. Guinotte suddenly heard a terrific roar and a dog seized him by the shoulder. After a three hours' search for a doctor to cauterize the wound he went to a hospital, and since returning to Kansas City has received several anti-rabies treatments. He still thinks planes are the safest mode of traveling.

Frank W. Howard, Indiana state agent of the New York Underwriters, died at his home in Indianapolis Oct. 8. He was 53 years old and had been ill for 11 months. Funeral services were

held Saturday with burial at Bedford, Ind. He was born in Philadelphia and before going to Indianapolis had been in the insurance business in New York, New Orleans and Chicago.

Mr. Howard joined the New York Underwriters at the head office 13 years ago, having previously been connected with the New York Board. In 1920 he was appointed Louisiana special agent and later was transferred to Chicago where he worked as special agent in the special risk department. He was appointed state agent in Indiana in January, 1923. J. M. Clark, western special agent of the improved risk department at Chicago, represented the company at the funeral.

Mrs. C. R. Pitcher, whose husband recently retired as assistant manager of the Royal, died at their home in Westfield, N. J., having been ill but a few hours.

C. J. Graf, assistant Cook county and Chicago manager of the Liverpool & London & Globe, died last week from cancer of the stomach. He had been in the position ten years. He was formerly connected with the National Inspection Company of Chicago.

After a gallant struggle H. G. Leonard, for many years insurance reporter on the New York "Journal of Commerce" passed away at his home in Stamford, Conn., Oct. 9. He had been seriously ill for several weeks and his death had been expected and would have occurred sooner than it did, had it not been for his extraordinary vitality and gameness. He fought to the last, refusing to give up even after the attending physicians told him there was no possible chance for his pulling through. Courage was one of Mr. Leonard's outstanding characteristics, and partly accounted for the general regard in which he was held by the local underwriting fraternity with whom he had been in contact for close to 40 years. Mr. Leonard was a trained newspaper man, and possessed a fine general knowledge of the insurance business, enabling him to sort out the essential from the irrelevant in the information he gleaned, making the news he prepared for his paper of real value.

W. B. Calhoun, president of the National Association of Insurance Agents, was kept busy last week receiving honors from his associates in the insurance business in Milwaukee and from others connected with insurance work in this field.

Directors of the Milwaukee Board, in addition to other honors, presented Mr. Calhoun with a huge bouquet of roses. A newspaper photographer snapped the presentation, which was made by Monroe Porth, president of the board, and the picture was used in four-column space on the front page of the city news section. The Fire Insurance Patrol, maintained by the Milwaukee Board, also gave expression to its esteem of Mr. Calhoun, by presenting him with a handsome testimonial.

Mr. Calhoun is with the Missouri, Kansas, and Oklahoma associations this week, at their annual meetings. He will return to Milwaukee Oct. 19.

John B. Miller, who was connected with the Railroad Insurance Association for 43 years, retiring as secretary some four years ago, died last week at his home in East Orange, N. J., after an illness of more than a year.

L. M. Kenney, special agent for the Liverpool & London & Globe in New Jersey for a number of years, died last week at a Baltimore hospital following an operation. Mr. Kenney was well known throughout New Jersey and his funeral, which was held in Asbury Park, was attended by a number of field men from all parts of the state.

"The Oldest American Fire and Marine Insurance Company"

Founded 1792



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FIRE INSURANCE NEWS BY STATES

OHIO AND WEST VIRGINIA

Death of Albert W. Shell

Well Known Cincinnati Local Agent Was Stricken Sunday With Fatal Heart Attack

Albert W. Shell of the Albert W. Shell & Co. agency in Cincinnati died suddenly of a heart attack Sunday morning. He was 69 years old. He entered the insurance business in 1877, going into the office of his father, H. C. Shell, the firm becoming H. C. Shell & Son. When the senior Mr. Shell died, the name of the firm was changed to A. W. Shell & Co., of which he became president.

The Shell agency, which was a prominent one in the days of H. C. Shell, became one of the leading agencies in Cincinnati under the direction of the son, who has just died. For the last 34 years Mr. Shell had been district manager for the Hartford Fire in Hamilton county. The agency had also represented the Hartford Accident & Indemnity. Mr. Shell was a staunch supporter of local board activities and served many years on the governing board of the Cincinnati Fire Underwriters Association. He was honored several times by his board associates who made him president.

Mr. Shell was active in Cincinnati church and civic affairs. At the time of his death he was president of the board of trustees of a home for boys and was senior warden of one of the Cincinnati Episcopal churches. He was often called upon to head chamber of commerce committees and served as a director of that organization.

For the past three years Mr. Shell had not been in the best of health but returned two weeks ago from his summer home at Northport Point, Mich., believing himself much improved in strength. He is survived by his widow, two children and seven grandchildren. Funeral services were conducted Tuesday afternoon.

Since Jan. 1 of this year, a son, West Shell, has been general manager of the agency. Theodore Safford is office manager.

Donahey Not a Candidate

A. V. Donahey, former governor of Ohio, has announced that he will not be

a candidate for the Democratic nomination for governor next year. Ex-Governor Donahey is president of the Ohio Motorists Mutual. Insurance men have been interested in the rumors which have been circulated over the state recently that he would be a candidate in the primaries against Governor George White in 1932.

Cincinnati Blue Goose Party

Cincinnati members of the Blue Goose had a dinner party last Saturday evening. Plans are being considered for a quarterly dinner party of the Cincinnati members, local agency friends and Ohio Blue Goose members who may happen to be in the city.

Getting Up Cincinnati Agreement

The Cincinnati Fire Underwriters Association is preparing a form of agency-solicitors agreement which will be similar to that now being used in Cleveland. The committee of the local association preparing the form is headed by Joseph Haas and includes John Ankenbauer and Clifford Clemons.

Zimmerman Hasn't Changed Base

R. E. Zimmerman, special agent in Ohio for the Commercial Union group, is incorrectly listed in the 1931 Underwriters Hand-Book of Ohio as having his office in the A. I. U. Citadel, Columbus. Mr. Zimmerman still retains his quarters on the third floor of the Hartman building.

E. O. Pierce With St. Paul

E. O. Pierce has been named to represent the inland marine department of the St. Paul Fire & Marine in Ohio with headquarters at Cleveland. He formerly was with the Wells-Bowen Co. at Toledo.

Westerville Inspection Postponed

Because of the inability of Harry K. Rogers to be in Westerville, O., Oct. 29, the inspection which had been set for that city at that time has been postponed. An inspection is to be held at Sandusky, O., Oct. 15, and at Fremont Nov. 12.

The General Insurance & Bonding Agency, Lima, O., has been incorporated.

CENTRAL WESTERN STATES

Plan for Illinois Meeting

Notable Speakers Will Be Present at Annual Gathering to Be Held in Peoria

President R. W. Troxel and Secretary S. E. Moisant of the Illinois Association of Insurance Agents are now rounding up the program for the annual meeting to be held at the Pere Marquette hotel, Peoria, Ill., Nov. 4. Among those who will speak already scheduled are L. J. Kempf, whose subject will be "Conditions in the Casualty Business"; Frank L. Erion, independent adjuster of Chicago, whose subject is "Adjustments"; John F. Stafford, western manager Sun of England; Henry Swift Ives, New York special counsel Association of Casualty & Surety Executives; W. B. Calhoun, president National Association of Insurance Agents.

Another speaker will be C. E. Freeman, advertising manager Springfield F. & M., "Weight of Definite Purpose."

Muskegon Inspection Made

Michigan Fire Prevention Association Arranges for Work in a Number of Other Cities

Forty-seven members of the Michigan Fire Prevention Association met at Muskegon last week to cooperate with local civic organizations in the annual fire prevention inspection. It had been nine years since the state association had visited the twin cities of Muskegon and Muskegon Heights. However, annual inspections have been held supervised by the Muskegon Association of Insurance Agents. As a result of the local agents work the field men found property owners in a cordial, receptive mood. Accompanying the field men were 35 firemen and some of the local agents. At a luncheon R. E. Vernor of the Western Actuarial Bureau gave an address, there being in the audience a number of public property custodians, safety managers of local industrial plants,

etc. President W. P. Van Wormer and his executive committee of the state association have the following town inspections planned:

Hillsdale, Nov. 12; Ann Arbor, Jan. 13, 1932; Saginaw, Feb. 10-11; Big Rapids and Reed City, Mar. 9; Lansing, April 13.

Mr. Vernor and H. K. Rogers will attend the Hillsdale meeting.

Indiana Program Is Issued

Plans Are Made for the Annual Meeting of the State Organization at Lafayette

The program for the annual meeting of the Indiana Association of Insurance Agents Tuesday and Wednesday of next week is announced. There will be a golf tournament the first day and in the afternoon there will be an executive session for members only. The banquet will be held in the evening. Next Wednesday will be an open session with President F. A. Tedford of Lafayette presiding. Insurance Commissioner Kidd and Manager E. M. Sellers of the Indiana Inspection Bureau will speak as will some representative from the National Association of Insurance Agents. The Lafayette local board of which P. F. Butz is president is the official host. During the past year there have been a number of county boards organized.

Report on Illinois Licenses

SPRINGFIELD, ILL., Oct. 14.—Superintendent Hanson reports issuance of 99,800 licenses to agents for the year ending June 30, including 54,000 fire,

25,500 life, 19,700 surety and casualty and 600 assessment agents. The state received \$199,648 revenue from this department.

Comments on Farm Hazards

That 15 percent of all farm earnings are wasted by fire, is the statement made by Alfred Hogston, Indiana fire marshal.

"The farmer is not threatened with exposure fires, as is the city dweller," Mr. Hogston stated. "With the exception of prairie and forest fires, his immunity from fire is just what he makes it."

"Probably the greatest fire hazard of all, in the present economic condition, is that of heavy insurance and low values," Mr. Hogston said. "Shrewd managers of insurance agencies are familiar with such conditions and must do their part in remedying them. This department is making a strenuous effort to catch and convict arsonists and we believe that without our efforts fire losses would mount to many times the present figure."

Offices Have Joint Party

The Dayton, O., branch office of the G. L. Ramey Agency joined the Indianapolis office in a get-acquainted outdoor party at the cottage of Special Agent Arthur LaRue on the river north of Indianapolis. Families of the office staffs were present.

J. Irwin Walsh, of the Walsh Insurance Agency, Muncie, Ind., and Miss Ethel Carylyn Spivey of Delphi, Ind., were married recently at Lafayette, Ind.

STATES OF THE NORTHWEST

Cooperate on Fire Protection

Wisconsin Cities Working Out Plan for Mutual Aid in Case of Combating Conflagrations

MANITOWOC, WIS., Oct. 14.—Preliminary steps have been taken toward adoption of a plan whereby Fox River valley and lake shore cities in northeastern Wisconsin would respond to fire calls in other cities for mutual protection. The Green Bay council has adopted a resolution proposing such a plan, and copies have been despatched to Manitowoc, Two Rivers, De Pere, Kaukauna, Appleton, Oshkosh, Neenah, Menasha, Fond du Lac, Sheboygan, Oconto, Marinette and Menominee, Mich. When the various cities have ratified the plan it will go into formal effect.

The city asking help under the plan must pay for all damages to equipment of visiting departments, must supply necessary gasoline and oil as well as necessary food and lodging for firemen. Each city agrees to carry its own liability for injury to its men while on outside duty. The league is the plan of Fire Chief Ralph H. Drum of Green Bay. It was enthusiastically received by the fire chiefs of the state at their recent convention held in Portage, Wis.

Hearing on Benevolent Groups

MADISON, WIS., Oct. 14.—About 50 representatives of so called benevolent associations operating in Wisconsin held a hearing here last week to discuss an opinion of the attorney-general that these associations are insurance companies and subject to the insurance laws of the state.

The associations collect their funds through an initial membership fee and a contribution of \$1 upon the death of

a member or other loss for which they offer assistance.

Commissioner Mortenson, presided and Robert Neuert, Boscobel, spoke for the benevolent associations. Mr. Neuert insisted that the associations were not insurance companies but merely voluntary benefit organizations and as such not subject to the insurance laws. The payments by the members he declared were voluntary payments. Mr. Neuert admitted the membership in his associations were obtained through solicitors, who were paid from \$1.50 to \$2.50 of the membership fee for obtaining the applications.

Form La Crosse Board

LA CROSSE, WIS., Oct. 14.—Organization of the La Crosse Board of Fire & Casualty Underwriters has been completed here, with George J. Fries as president; Harry Curtis, vice-president, and Roy Davison, secretary-treasurer. Members of the executive committee are George Van Auken and Kirk Saltz.

The new organization will be affiliated with the Wisconsin Association of Insurance Agents and will be represented at the Wisconsin agents' convention in Milwaukee Oct. 27.

Appraise Madison City Property

MADISON, WIS., Oct. 10.—Henry Bush, Madison local agent, has been appointed a member of the special committee authorized by the council for the purpose of appraising all city property on which coinsurance is carried. John Stock, city assessor, is chairman of the committee.

Mrs. West on Program

MILWAUKEE, Oct. 14.—Mrs. Myrtle B. West of the West-Nevitt Agency at Oshkosh, will lead the discussion on local boards, at the annual meeting of

LOYALTY GROUP

TRUE OPTIMISM

True Optimism is Faith; Faith in Humanity; Faith in the Nation; Faith in its Institutions; Faith in Yourself; Faith in the Present; and Faith in the Future.

False Optimism is Hope based on Desire.

Pessimism is compounded of lack of Faith in all that True Optimism is founded upon, and is acknowledgment of unbelief in self, too often coupled with the wish to profit through the misfortunes of others.

History, that Just Judge of Humanity, reads the record and inexorably records the verdict.

The Verdict is, always has been, and always will be that True Optimism is justified and its results proven: that False Optimism cannot last because of its unsound foundation; and that Pessimism cannot prevail, but must ever fail because of its inherent untruth and viciousness.

History records that the world progressed, and was in every way better and more prosperous in the year 100 than in the year 1 A. D. History records that the world progressed, and was in every way better and more prosperous in the year 1000 than in the year 100 A. D.; History records that the world progressed, and was in every way better and more prosperous in the year 1900 than in the year 1000 A. D., and History will continue to record the progress of the world, and this record will show the year 2000 in every way better and more prosperous than the year 1900 A. D. It is reasonable to believe, and it is wise to believe, and most people do believe that the year 1931 will be in every way better and more prosperous than the year 1930. Voice, therefore, your belief by word and act and aid it to come true in fullest measure.

Almost two thousand years ago a wise teacher and leader of men said:

"Now Faith is the substance of things hoped for, the evidence of things not seen".

Today Faith is as then. Today, as then, True Optimism is Faith. Thinking men must be and are True Optimists. That individuals have suffered misfortunes in the past and many have succumbed, and that individuals will suffer misfortunes in the future and more will succumb, cannot be denied, but such misfortunes, however hard for the individuals, are after all individual misfortunes and will not, in fact cannot stay the world march of progress and prosperity.

Do not be ashamed of your True Optimism, and do not be afraid to express it because you fear some pessimist may ridicule it and tell you that some day he will say "I told you so". Have courage and make known your True Optimism by voice and deed; make known your Faith in Humanity; make known your Faith in your Nation; make known your Faith in the Future; make known your Faith in Yourself; and make known your Faith that the tide has turned and that Prosperity has its hand stretched to knock at the door, and will surely enter if we but heed it, instead of harkening to cowardly fear.

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LOYAL TO PRINCIPLE—TO LOYAL AGENTS, LOYAL

the Wisconsin Association of Insurance Agents here Oct. 27.

Fred J. Lewis of the George H. Russell Company, Milwaukee, president of the Wisconsin association and Secretary Joseph G. Grundle are completing arrangements for the program of discussions and entertainment. A good-fellowship luncheon will be held Tuesday noon. Early reservations indicate that the attendance will exceed that of last year.

Ives Insurance Day Speaker

MILWAUKEE, Oct. 14.—Henry Swift Ives, New York, special counsel for the Association of Casualty & Surety Executives, is announced as a speaker for Wisconsin Insurance Day here Oct. 28.

A feature of the program will be the appearance of Wisconsin legislators who are either associated with the insurance business or are active in insurance legislation. Senator Walter Polakowski,

Milwaukee Socialist, has accepted an invitation to appear on this program. Senator Polakowski is author of a number of state fund automobile liability bills introduced in the Wisconsin legislature. His appearance on the Insurance Day program will give insurance men an opportunity to meet the senator and get his viewpoint on insurance. Other legislators previously announced are Senators Irvin P. Mehigan, Oscar Morris and Leonard Fons, and Assemblyman John Grobschmidt.

Schultz in Kruger Agency

A. F. Schultz has become a partner in the Kruger Insurance Agency, which hereafter will be known as the Kruger-Schultz Agency, with offices in the Cady Land building, Green Bay, Wis.

Henry M. North, veteran Augusta, Ga., local agent, was stricken at his office with a heart attack. His condition is not considered serious.

Both Miller and Schacht gave brief talks and conducted a question box on baseball for the fans present.

They were in Des Moines on a barnstorming team headed by Arthur Shires, former White Sox player.

Ball and Barrett to Speak

ST. LOUIS, Oct. 14.—J. L. Ball, state agent Home of New York, and Jesse W. Barrett, former attorney general of Missouri, will be the speakers at a dinner meeting of the Associated Fire Insurance Agents & Brokers of St. Louis, Oct. 15. Mr. Barrett is attorney for the association. Edward L. Hohenstein, president, will preside.

Open New Adjusting Office

Lloyd E. Barber and Thos. R. Tadlock, under the name of Barber & Tadlock, have opened a new independent adjusting office at 614 New York Life Building, Kansas City, Mo., Oct. 6, 1931. Mr. Barber was formerly assistant manager and staff adjuster of the National Union companies at Kansas City. Mr. Tadlock was connected with the same companies there. Both are adjusting practicing attorneys with wide experience.

Hear High School Speakers

WICHITA, KAN., Oct. 14.—The Central Kansas Field Mens' Club conducted an inter high school fire prevention speaking contest at their meeting here last week. The four Wichita high schools were each represented by two five-minute speakers on fire prevention.

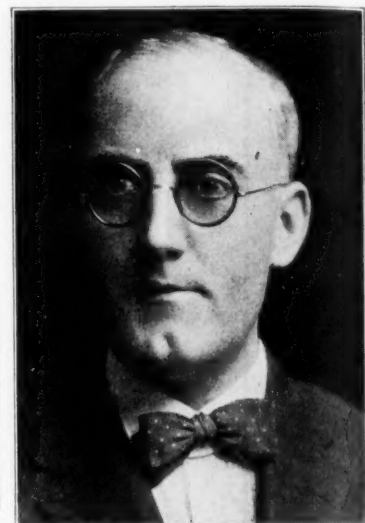
Survey Des Moines Schools

DES MOINES, Oct. 14.—The possibility of lower rates on several of Des Moines' public school buildings is foreseen by R. E. McClain and K. L. Walling, associate publishers of the Iowa Insurance Service Bureau. The bureau has just made a survey of the 59 schools in the city and when the survey is completed it will be given to the school board, with copies available for insurance companies.

Seeks to Interest Farmers

DES MOINES, Oct. 14.—In the observation of fire prevention week in Iowa, State Fire Marshal Strohm made a special effort to interest farmers. He showed that in spite of organized effort to improve conditions in rural communities statistics show that losses are actually on the increase. The reasons are given as larger use of gasoline and oil, defective electric wiring, motor and gas engine equipment operation, farm lighting and heating plants, and construction of larger storage and utility buildings. The man on the farm has always had

Is Presiding



CHARLES K. FOOTE

Charles K. Foote of Wichita, Kan., president Kansas Association of Insurance Agents, will preside over the deliberations of that body at its annual meeting at Topeka this week. Mr. Foote is one of the outstanding local agents of his state.

great fire risk, coupled with little or no protection.

Calhoun in Wichita

WICHITA, KAN., Oct. 14.—The Wichita Insurors are holding a special meeting tomorrow honoring William B. Calhoun, president of the National Association of Insurance Agents.

Baker to Hold Stag

H. D. ("Dad") Baker, Citizens Insurance Agency, Wichita, Kan., will give his annual "stag" picnic for the Wichita Insurors Oct. 24. Mr. Baker will be assisted by Herald Shepard and Howard Snyder.

Outline Missouri Inspections

KANSAS CITY, MO., Oct. 14.—The Missouri State Fire Prevention Association will hold its first town inspection of the season at Macon Oct. 22. Inspections for other towns have been outlined as follows: Farmington, in November; Carthage, January; Poplar Bluff, February; Lebanon, March; Trenton, April, and Jefferson City in May. The Jefferson City meeting also will be the occa-

IN THE MISSOURI VALLEY

Spears Heads Iowa Group

Elected President of Centerville Agents' Association—Dillon Vice-president; H. M. Spears Secretary

A. P. Spears has been elected president of the Centerville, Ia., Association of Insurance Agents. J. L. Dillon was named vice-president and W. M. Spears, secretary and treasurer. Mr. Dillon addressed the pupils of the central school last Thursday on fire prevention. At the annual meeting of the Centerville association the guest speaker was Fred E. Brake of the Iowa Fire Prevention Association, Aetna special agent. He spoke especially about the work being done toward having a law passed prohibiting sale of fireworks in the state. He said 33 cities in Iowa have already passed an ordinance prohibiting the sale of fireworks.

Conflict Over Iowa Losses

DES MOINES, Oct. 14.—Since the destructive hail and wind storms visited Iowa in September a score of suits have been brought to test whether hail or tornado insurance is involved in the losses sustained. Some property was covered by tornado insurance, some by hail insurance and some by both, with the hail coverage in a different company from the tornado insurance. At Bloomfield the hailstones were driven by a terrific wind which greatly intensified the damage done. The question is as to the liability of each company.

At Spencer plate glass insurance is involved in adjustments after the big fire. The wind drove the flames across

the street and this resulted in the breakage by fire, but the claim is that if it had not been for the wind the fire would not have reached the plate glass fronts.

Kansas Pond Splash Nov. 3

The Kansas Blue Goose will hold a "splash" in Wichita Nov. 3. Meetings of the two field clubs during the day will be followed by a business meeting and initiation of a number of "goslings" in the later afternoon. A banquet will conclude the program. A feature of the entertainment will be two five-minute fire prevention talks by two young ladies who won contests conducted by the Central Kansas Field Men's Club.

Talks on Film Hazards

ST. LOUIS, Oct. 14.—Perry Bugbee, assistant managing director of the National Fire Protection Association, explained modern fire precautions for motion picture film exchanges at a meeting sponsored by the St. Louis Film Board of Trade. In the morning film exchanges were inspected. Fire drills were held at various exchanges.

Blue Goose Hears Diamond Stars

DES MOINES, Oct. 14.—"Bing" Miller, outfielder for the Philadelphia Athletics, and Al Schacht, a member of the Altrock-Schacht clown team of the Washington Senators, were guests of honor at the Oct. 12 meeting of the Iowa Blue Goose.

Mr. Miller, a native of Vinton, Ia., and a boyhood friend of Jim Bunten, Iowa state agent for the Fire Association, was introduced by Mr. Bunten.

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Capital, \$1,000,000.00

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Philadelphia, Pa.
Capital, \$1,250,000.00

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Capital, \$1,000,000.00

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sion of the association's annual meeting and election of officers.

Will Inspect Cedar Rapids

On invitation from the fire prevention committee of the chamber of commerce at Cedar Rapids, the Iowa State Fire Prevention Association will inspect that city Oct. 21-22. The city council, chamber of commerce, schools, fire department, boy scouts and women's clubs will cooperate in this work.

Observe Silver Anniversary

KANSAS CITY, MO., Oct. 14.—The Heart of American Blue Goose will celebrate its silver anniversary with a party Oct. 24.

Officers of the grand nest have been invited to attend. There will be talks by

charter members of the pond, including J. A. Melton, who retired last year; W. B. Henry and Carl Collins, who are still active members, and others. Invitations have been done in silver, and everything is being planned to make the occasion a memorable one.

Report on National Meet

WICHITA, KAN., Oct. 14.—President Duane T. Stover of the Wichita Insurers and Frank T. Priest, Kansas National association committeeman, reported on the National convention to the Wichita Insurers last week.

H. C. Powell, prominent St. Joseph local agent, has withdrawn from the McMurtrie & Powell agency and formed his own agency with offices in the Corby building.

STATES OF THE SOUTHWEST

Speak Before Dallas Agents

Representatives of the Texas Insurance Department Explain the Provisions of New Law

Insurance Commissioner W. A. Tarver, Fire Commissioner J. W. Deweese and Deputy Commissioner Clark spoke before the Dallas Insurance Agents Association and explained provisions of the new law which became effective in August. Under the law only bona fide agents will be licensed. Questionnaires were sent some weeks ago to all agents to seek information that will enable the commissioner's office to pass judgment on agents' qualifications. He said that this probably will be sufficient to guide the commission as to licenses but where protests are made a hearing will be called. Commissioner Tarver congratulated the Dallas agents in their efforts to clean up their own house. He said that unethical practices of various kinds have been indulged in which resulted in discrimination.

Murdoch Tells Chicago Men About His Oklahoma Plan

Secretary William Murdoch of the Oklahoma Insurance Board accompanied by Manager C. T. Ingalls of the Oklahoma Insurance Inspection Bureau

were in Chicago this week visiting some of the western managers. Mr. Murdoch is endeavoring to enforce standards in agency licenses in his state. He feels that he should have the support of the companies in eliminating some of the underbrush. He spoke before the National Association of Insurance Agents at Los Angeles and outlined the plan he is following.

George W. Jalonick, Jr., Resigns

George W. Jalonick, Jr., president of the Gulf of Dallas, has resigned. George W. Jalonick, Sr., chairman of the board, has assumed active supervision of the operations. T. R. Mansfield is secretary. The Gulf is one of the leading companies in Texas.

DeWeese Speaks at Fort Worth

FORT WORTH, TEX., Oct. 14.—"Three hundred lives are lost and \$20,000,000 in property is destroyed annually in Texas by fires," declared Commissioner J. W. DeWeese, in an address here sponsored by the Fort Worth Insurance Underwriters Association. Mr. DeWeese discussed the insurance agent's duty in fire prevention through elimination of "over-insurance," and the new agents' licensing law.

Discuss Oil Situation

OKLAHOMA CITY, Oct. 14.—A meeting will be held next Saturday to discuss the oil industry situation and its effect upon all lines of insurance.

IN THE SOUTHERN STATES

Withhold Action on Petition

Louisiana Commission Asked to Hold Rate Conferences by Both Companies and Assureds

NEW ORLEANS, Oct. 14.—Action on petitions for a series of conferences to bring about readjustment of certain classes of insurance rates was held in abeyance at the executive session of the Louisiana Insurance Commission last week. The commission decided to withhold action until the entire commission membership is present. Requests for the conferences were received from both property owners and insurance companies. The petitions marked the first move by either side since the insurance companies recently withdrew their appeal to the courts to void a commission decision denying them certain rate increases.

William Campbell, former fire marshal, reported that the city of New Orleans is assembling data on municipal properties and the fire-fighting system which may have an important bearing on future rate revisions. Mr. Campbell alleged that rates on property protected

by sprinkler systems in Louisiana are excessive and asked that hearings be held by the commission to determine an equitable schedule. He estimates that the reduction on the sprinkler-protected properties should be not less than 10 percent.

The New Orleans board of fire commissioners has joined Mayor Walmsley and the sewerage and water board in the application to the Louisiana Rating & Fire Prevention Bureau for a general reduction of fire rates. The fire board bases its application on the fact that the installation of a fire inspection bureau in conjunction with the fire department warrants a reduction in rates.

Good Work at Jacksonville

Local Agents Headed by Beale Travis Carried on Important Fire Prevention Campaign

Jacksonville, Fla., did a fine piece of work during fire prevention week. Under the general chairmanship of Beale Travis of Travis, Buckman & Ulmer, local agents, the fire prevention committee of the chamber of commerce con-

ducted an intensive cleanup campaign. All property was inspected by school children through home surveying. Firemen devoted their off time to making inspection of business and industrial property. There were addresses made on fire prevention to various organizations. W. F. Dunbar, Atlanta, general manager Southeastern Underwriters Association, was present and gave a talk. Aside from Mr. Travis who took a prominent part in the campaign were F. C. Calkins, T. T. Elmore, L. R. Fendig, J. J. Holmes, J. Y. Marr, C. E. Morrow, E. S. B. Nobbs and C. J. Payne.

Position Taken as to Tax Situation in Covington, Ky.

The subscribers actuarial committee at Chicago, in regard to the efforts of Covington, Ky., to collect taxes on premiums collected by agents on properties located outside of the city, has taken the stand that such taxes are not collectable and advised companies to pay no additional taxes. Covington recently arranged with a local agent-accountant to split 50-50 on such taxes as could be recovered from agents, where they had not paid their entire premium tax. The tax ferret then went to Frankfort and secured reports of amounts reported at Frankfort, and argues that agents are subject to tax on the difference between the amounts reported to Frankfort and those reported to the city.

The subscribers actuarial committee takes the stand that where the subscriber has a license, issued by the city, and has paid its taxes on business done within the city, no further tax should be paid at this time, on advise of attorneys.

Fire Marshal Criticizes New Orleans Fire Alarm System

NEW ORLEANS, Oct. 14.—New Orleans spent \$1,370,691 for fire protection in 1930, but the fire alarm system still is inadequate, State Fire Marshal Gregory said at a meeting here. Fire alarm systems in Baton Rouge, Alexandria, Shreveport and other cities of the state "are much better than those in New Orleans," said the marshal. "Few of us in New Orleans would know where to find a fire alarm box if a fire should break out. We all depend on the telephone, which is so slow. The best investment the city of New Orleans can make towards the reduction of fire



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loss and prevention is to install sufficient fire alarm boxes immediately."

Mr. Gregory said there were more incendiary fires in Louisiana last year than the total for the preceding seven years. "One way to reduce the fire loss, in my opinion is to avoid overinsurance, prosecute the criminals and force the removal of real hazardous conditions."

Lyon Manager of Mutual Office

LOUISVILLE, Oct. 14.—A. G. Lyon, who has been acting manager of the Mutual Fire Insurance Agency here, owned and operated for and by the mill and preferred risk mutuals, has been made manager. Mr. Lyon started in the insurance business with the Standard Accident, compensation department, coming to Louisville to join the Booker & Kinnaird agency. He was also with the Charles C. Terry & Co. general agency and later was in the field for the Union Indemnity and some stock fire companies.

No Action on Balance Plan

LOUISVILLE, Oct. 14.—The Kentucky Fire Underwriters Association, meeting here, again tabled action in regard to adoption of the Ohio field plan of agency balance regulation forms, the matter having been held up due to several companies failing to make known a definite stand in the matter.

Louisiana Appointments Made

B. G. Dawes, president of the Eureka Security Fire & Marine, has returned from an airplane trip to Louisiana where he announced the appointment of Calhoun & Barnes of New Orleans to represent the company in that city and southern Louisiana; Mayo Blaine to represent the company in Shreveport and nearby parishes, and the Heathernick Agency in Alexandria to represent the company in that city and vicinity. These appointments are made following the death of H. H. Rimington, who formerly represented the company for the entire state.

Wade Visits Nashville

R. C. Wade, state agent of the State of Pennsylvania, who has been appointed deputy most loyal grand gander for Indiana, Kentucky and Tennessee, visited the Tennessee pond last Monday at a meeting held in Nashville when four candidates were initiated.

Chanfrau With Railey

NEW ORLEANS, Oct. 14.—O. B. Chanfrau, formerly special agent for the Yorkshire in Louisiana, has become vice-president of the general agency of Railey & Co., and will travel the Louisiana field for that office. The Yorkshire recently went into the general agency of A. H. Turner, and the Louisiana-Mississippi field is now under the su-

pervision of Special Agent Allen E. Turner.

Clapp Speaks at Nashville

NASHVILLE, TENN., Oct. 14.—The Tennessee Fire Underwriters Association held its bi-monthly meeting yesterday, H. A. Amonette of the St. Paul Fire & Marine presiding. The members have been divided into two sides known as the Reds and the Blues. The side having the best attendance during the year will be given a dinner by the losing group. B. K. Clapp, manager Fire Companies Adjustment Bureau, Atlanta, spoke on adjustments.

The Tennessee Blue Goose held a banquet Monday evening, four candidates being initiated. A drive is being made to secure the Tennessee quota for group insurance.

Tennessee Losses Light

NASHVILLE, TENN., Oct. 14.—Fire losses in Tennessee this year, instead of showing a decided increase, as has been the case in many other states, are probably below the average, according to Charlton B. Rogers, veteran Nashville adjuster, who has kept in close touch with the loss situation all over the state. Very few suspicious fires have been reported. Mr. Rogers says that while the state loss ratio may show a slight increase this year, it will be the result of a decrease in premium income, rather than an increase in losses.

No Rate Influence: Wegmann

NEW ORLEANS, Oct. 14.—Investigation by the Louisiana Insurance Commission of a complaint made by the Lawrence A. Stone agency in connection with the rating of the Federation of Women's Clubs property here, is not only welcomed but requested by the Lafayette Fire, President John X. Wegmann advised the commission. Mr. Wegmann said his company desires a "complete and thorough" investigation of the complaint that influence was used by him while president of the Louisiana Rating & Fire Prevention Bureau to have the federation's property "improperly rated in order to reduce the rate previously charged by the Stone agency" so that his company could get the business.

Gets Million from Insurance

FRANKFORT, KY., Oct. 14.—The Kentucky department has turned over \$1,414,628 to the state treasurer this year. The sum included balance to general revenue fund, \$45,934; 2 percent tax on premiums (authorized companies), \$1,200,017; 2 percent tax on premiums (workmen's compensation), \$102,685; ½ of 1 percent tax on premiums, fire prevention and rates, \$65,990.

The expenses of the department for the year ending June 30 totaled \$93,051 as against \$67,188 for the preceding fiscal year.

ON THE PACIFIC COAST

Breeden Selection Popular

New Manager of the National Union Fire Has Had a Wide Insurance Experience

SAN FRANCISCO, Oct. 14.—John P. Breeden, who resigns as Pacific Coast manager of the National Liberty group to take a similar position with the National Union Fire, is one of the popular men in coast territory. President John M. Thomas has been on the coast following his attendance at the meeting of the National Association of Insurance Agents at Los Angeles where the National Union was again received in fellowship and put on the cooperative list. Now that he has joined the Pacific Board naturally he desired to get

someone who could carry the "message to Garcia" in this territory.

It is an interesting thing to note that Mr. Breeden was formerly connected with the National Union Fire, being at its home office and then he traveled in the Pacific Coast field for the company. He has had over 35 years experience in the business, entering the general agency of C. E. Angell & Co. in New Orleans in 1894. Then he was connected with the Fire Association southern department at Atlanta and from there went to the National Union. Following his retirement from the National Union he traveled for the Aetna in the Pacific northwest and then had a similar position with the Northern of England. He joined the Continental in 1919 in San Francisco as agency superintendent, taking charge of northern Idaho, Washington and Oregon. Then

he was made assistant secretary and given a larger territory. In 1924 he was made secretary of the America Fore companies in charge of the Pacific Coast department and the next year was made manager of the Pacific department of the National Liberty.

Idaho Local Agents' Muster

Annual Meeting of the State Association Will Be Held Next Week at Lewiston

The annual meeting of the Idaho Association of Insurance Agents will be held Oct. 19-20 at Lewiston. Frank G. Ensign of Boise is president. R. J. Martin of Spokane, past president of the Washington Insurance Agents League, will be the chief speaker. H. J. Lipps of Lewiston will give a report of the National association meeting at Los Angeles. There will be a conference during the day with the advisory committee of the Pacific Board.

Rules on Insuring Schools

California Attorney-General Holds it Illegal to Let Mutuels Cover School Property

SAN FRANCISCO, Oct. 14.—Attorney-General U. S. Webb of California has handed down a definite opinion that it is illegal for school trustees to insure school property with mutuels. A provision in the mutual fire insurance act, he said, makes it plain that each person, partnership or corporation accepting a policy in such companies automatically becomes a member of such a corporation or association and is liable for proportionate share of losses and operating expenses. In such an instance the state or political subdivision makes itself liable for assessments and by pro-

visions in the state constitution it is prohibited to endanger the credit of the state.

"The conviction is forced upon me," Mr. Webb stated, "that the credit of the state or one of its subdivisions is not a thing of barter or sale. Certainly there can never be that definite assurance, for any fixed time that the consideration paid for the insurance covers both the cost of the risk assumed and the credit extended by the policyholder; the financial condition of the mutual could change to such an extent, within the period covered by the policy, that the member (policyholder) would be liable for assessments exceeding his stipulated liability under the contract of insurance."

"I am therefore of the opinion that school trustees may not insure school property with mutuels, the purported authority of Section 6.2 of the school code for insuring such property in mutuels organized under the laws of this state is, in my opinion, unconstitutional."

California mutuels will seek a court decision in test cases.

New Unprotected Home Schedule

SEATTLE, Oct. 14.—The long awaited unprotected house schedule, which has been under compilation by the Washington Surveying & Rating Bureau, will go in effect Oct. 15. It will incorporate the merit rating features of the farm and seasonal building schedules and from a rating standpoint will put all three types on a parity, eliminating the possibility of error in making proper classifications.

Fight New Aberdeen Tax

OLYMPIA, WASH., Oct. 14.—Members of the Washington insurance fraternity are watching with much concern the fight of Aberdeen agents against the occupational excise tax ordinance recently passed by that city. One agent

was arrested and fined \$25 for refusing to pay the tax. Authorities threatened to arrest all agents who failed to meet the assessment. Companies are preparing to stand behind their agents.

Currey Made Branch Manager

LOS ANGELES, Oct. 14.—Charles E. Currey has been made branch manager here of the Henley & Scott general agency, succeeding Wayland A. Dunham, who resigned to enter the local agency field in this city. Mr. Currey has been with the agency for the past eight years, having worked his way up from a minor position.

Hubbard Still on Coast

Assistant Secretary C. T. Hubbard of the Automobile of Hartford, who spoke before the Los Angeles convention of the National Association of Insurance Agents and made such a remarkable hit, is still traveling on the Pacific Coast visiting agencies and studying conditions. He is now in Washington.

Executive Committee Named

SAN FRANCISCO, Oct. 14.—President Percy S. W. Ramsden of the California Association of Insurance Agents has named as members of the executive committee Eugene Battles, past president, chairman; Percy H. Goodwin, San Diego; C. T. Buckman, Visalia; Redge Harmon, San Jose; T. W. Thomas, W. W. Robinson, San Bernardino; E. R. Pickett, Sacramento; W. A. Reynolds, Auburn.

The special committee authorized at the convention of the California associa-

Beckett Urges Better Selection of Risks

SAN FRANCISCO, Oct. 14.—"The foundation of stability of any insurance concern is the selection and inspection of risks," stated Samuel H. Beckett, deputy California commissioner in an address to the Insurance Accountants association. "Without these two factors by the agents of the companies, and without the cooperation of the policyholders there can be no mutuality of interests."

Any insurance company can accumulate volume of business but to be successful the company must have an adequate volume of profitable business, he said. In justice to his company and to his client the agent should decline poor risks and if a risk already on his books falls below standard it should be canceled. He hit at the granting of unjust return premiums, the flat cancellation of policies that have run for a period under which the companies would have been compelled to pay had a loss occurred during the period of the policy.

tion to confer with Commissioner Mitchell on the agents' qualification law has not yet been named. President Ramsden stated that the matter has been delayed on account of vacations, as many active agents waited until after the national convention to take their annual "rest period."

IN THE MOUNTAIN FIELD

Separation Is In Good Faith

Comany Officials Satisfied With Progress of Denver Movement—Only One Office Mentioned

DENVER, Oct. 14.—Fire company officials who have visited Denver recently have expressed themselves as being satisfied that the separation of local and general agencies here, formerly under the same management, is being carried out in good faith. Where a division has been made between former firm members, they are convinced that the transfers are bona fide, although in some cases the old names had been retained for business purposes. Time was allowed to complete the actual physical separation, as some of these agencies had long term leases and it would have been extremely inconvenient to them to compel either the local or general agencies to move into different offices at once.

There is only one small office where the separation has not been effected. Its future is very much in doubt, as neither the local nor the general agency business would be sufficient in itself for the maintenance of an office. It is probable that some sort of a merger arrangement will be effected in this case.

Denver Ratifies State Body

England Elected Secretary to Succeed Silverman—Consider Distribution of City's Insurance

DENVER, Oct. 14.—The Denver Association of Insurance Agents at its luncheon meeting last week ratified and accepted the organization proceedings of the new Colorado Association of Insurance Agents. It is believed a number of other Colorado cities will follow with similar action soon. The resignation of Sam Silverman as secretary of the Denver association was accepted, and Frank England, insurance manager

H. W. Bennett & Co., was elected to succeed him.

Mr. England, reporting for the committee on "city insurance," announced he had conferred with Mayor Begole regarding an equitable distribution among local agents of the city's insurance business. It was also announced by Mr. England that the general agents and field men of the direct-reporting companies had also decided to participate in the negotiations with the city government. The committee of general agents is headed by Henry F. Evans of Cashman & Evans and Richard White, state agent Liverpool & London & Globe, is chairman of the other group. Mr. Evans later announced that these two groups do not propose to attempt to influence the distribution of the city's business, but that their cooperation with the local agents' association will be limited to supplying insurance service to the municipality. Informal expressions at the meeting of local agents indicated this cooperation is welcomed.

Want Companies to Assume Loss

DENVER, Oct. 14.—Certain New Mexico local agents are contending that the loss of collected premiums sucked into the whirlpool of failed banks should be borne by the companies and not by the agent. It is said that advocates of this contention by a Las Cruces agent who had deposited these funds in his name as agent resulted in an interesting discussion by a large part of the membership of the Mountain Field Club at its meeting here.

Miscellaneous Notes

Denver insurance offices last week were visited by Paul B. Sommers, vice-president American of Newark, and A. H. F. Schumm, vice-president Sussex Fire.

The Harrell-Watkins Agency, Harrison, Ark., owned by Joe Harrell and Loss Watkins, has been sold to John Campbell and Lesslie Williams, owners of the North Arkansas Abstract & Title Co. The agency will be continued under the name of John Roy Campbell Insurance Agency.

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EASTERN STATES ACTIVITIES

Bair Gives Annual Report

Pennsylvania Association of Insurance Agents President Hits Some of the High Spots

President K. H. Bair of the Pennsylvania Association of Insurance Agents at its annual meeting said that the year finished with 681 members, a loss of only 10. There were some 158 members who were in good standing but had to be dropped for nonpayment of dues. He said that Pennsylvania should have not less than 1,500 members. One of the brightest spots, he declared, during the year as to membership comes from Philadelphia where the state association now has over 40 members. He recommended that the management concentrate on districts where there is now no local board.

He said that during the year conference had been held with the Eastern Underwriters Association regarding the branch office and non-policy-writing agents situation. He believes that with the new set up of the Insurance Executives Association and the National Association of Insurance Agents something will be done to bring about a better understanding. Mr. Bair stressed the fact that a company should not be permitted to be inside the fold in one territory and outside in another. Mr. Bair took occasion to commend President John M. Thomas of the National Union for squaring his organization with the principles of the National Association of Insurance Agents.

E. S. Joseph presented the report of the committee on legislation saying that his committee prepared eight bills, one of which was passed, extending the resident agency provision to apply to casualty agents. The companies, he said, fought a number of the bills. This he believes was due to the fact that they were not informed as to their scope and the purpose of the agents back of them. While the companies and agents were clashing over these bills they made contacts, learned each other's purposes and after all became closer together. He said that the object of the legislation proposed was for protection and education of the public.

Pennsylvania Men Meeting

Annual Convention of State Local Agents Association Is Being Held at Wilkes-Barre

WILKES-BARRE, PA., Oct. 14.—The annual meeting of the Pennsylvania Association of Insurance Agents is being held here Thursday and Friday of this week, there being a meeting of the board of directors this evening.

Kenneth H. Bair of Greensburg, Pa., is president; J. W. Barr of Oil City and W. R. Robertson of Bethlehem, vice-presidents; J. S. Burwell of Scranton, secretary; Frank D. Moses of Harrisburg, manager.

The Wyoming Valley Insurance Exchange, which is the official host, is headed by S. K. Mitchell of Wilkes-Barre, who is general chairman of the convention committee. M. A. Schwartzkopf is vice-president, and W. W. Multer, vice-president of the exchange, and E. D. MacCallum, secretary. The program is as follows:

Wednesday, Oct. 14

Registration of delegates.
Annual pre-convention meeting of board of directors.

Thursday, Oct. 15

9:30 a. m.—Convention called to order—Samuel K. Mitchell, president Wyoming Valley Insurance Exchange, presiding.

Address of welcome—W. W. Multer,

vice-president Wyoming Valley Insurance Exchange.

Response on behalf of Pennsylvania Association of Insurance Agents—W. S. Diggs, Hoover & Diggs Company, Pittsburgh.

First Business Session

Vice-president J. W. Barr, presiding.
Annual report of president—Kenneth H. Bair, Greensburg.

Discussion of the president's report.
"The Multitude Malignant"—Walter H. Bennett, secretary National Association of Insurance Agents.

12:30-2 p. m.—Annual conference of local board officers.

Second Business Session

President K. H. Bair, presiding.
A Message from the Fire Companies—Cecil F. Shallcross, United States manager North British & Mercantile.

"Political Desecration of Insurance"—Henry Swift Ives, special counsel Association of Casualty & Surety Executives.

"What Is the Pennsylvania Association of Insurance Agents Entitled to Expect from the Pennsylvania Insurance Department?"—Warren R. Roberts, vice-president Pennsylvania Association of Insurance Agents and president of Insurance Agents' Association of Bethlehem and vicinity.

"Let's Build them Up and then Knock them Down"—Frederick V. Bruns, President Excelsior and past president, New York State Association of Local Agents, Syracuse.

Thursday Evening, Oct. 15

ANNUAL BANQUET

Introduction of toastmaster—W. W. Multer, vice-president Wyoming Valley Insurance Exchange.

Toastmaster—Evan C. Jones, Wilkes-Barre.

Speakers: Lawrence H. Rupp, Allentown; Walter H. Bennett, secretary, National Association of Insurance Agents.

Friday Morning, Oct. 16

Executive Session

President Bair presiding
"Encroachments Upon Fire Insurance Local Agency Production"—James P. Lavelle, Fitzsimmons Insurance Agency, Scranton.

Casualty Rating and Competitive Situation—Wallace M. Reid, Wallace M. Reid & Co., Pittsburgh.

Legislative Activities and Results During the Past Year—E. S. Joseph, Harrisburg.

Association Development Work—Frank D. Moses, manager Harrisburg.

"Reciprocity"—H. E. McKelvey, Edwards, George & Co., Pittsburgh.

Friday Afternoon, Oct. 16

Final Business Session
President Bair presiding

MOTOR INSURANCE NEWS

Staff Committee Meeting

Automobile Conference Session Results in Disposing of Matters Piled Up During Vacation

NEW YORK, Oct. 14.—The staff committee of the National Automobile Underwriters Association has held a series of conferences here. A number of matters relating to rates and forms that have accumulated through the summer months were disposed of:

In addition to J. Ross Moore, manager, and A. J. Donahue, actuary, those attending were: Branch Secretaries F. M. Herring, New York; A. Hodgkinson, San Francisco; E. L. Rickards, Chicago, and C. Patterson, Atlanta. It is expected directors will meet later this month, the date to be determined soon.

Toledo Association to Continue

LANSING, MICH., Oct. 14.—An apparent intention to continue operations in this state is evidenced by the North American Automobile Association of Toledo, O., which has filed as a non-resident corporation.

Unfinished Business.
New Business.
Report of Committee on Resolutions.
Report of Committee on Nominations.
Election of Officers and Directors.
Adjournment.

New Jersey Farm Property

Revised Rules and Rates Are Being Prepared and Will Be Promulgated Soon

NEWARK, N. J., Oct. 14.—Revised rates and rules for writing farm property and unprotected dwellings and outbuildings in New Jersey have been in preparation by the schedule rating office for some time past, and it is anticipated will be issued on or about Dec. 1. While New Jersey as an agricultural state is not to be compared with many of the states of the central west, it yet has considerable farming property, notably in the southern and northwestern counties, therefrom the premiums derived aggregate several million dollars annually. The loss experience on the class, as on farm business generally throughout the country, is excessive, being over 100 percent for the past five years. The low price received by farmers for their produce, coupled with steadily mounting costs in operating, has introduced a moral hazard into the writing of farm property which, added to the inherent physical hazard, makes the class anything but attractive. The situation was discussed in outline by farm writing agents following adjournment of the annual convention of the New Jersey Underwriters Association at Atlantic City on Oct. 9.

New Jersey Field Club

NEWARK, Oct. 14.—As last Monday was a legal holiday, the dinner-meeting of the New Jersey Field Club will be held at Trenton, Oct. 19. Maj. Charles H. Schoeffel, superintendent of the New Jersey state police, will be the guest-speaker.

Newark Board Meeting

NEWARK, Oct. 14.—The Newark Board will hold its monthly luncheon-meeting Thursday. The agents and brokers qualification bill and other topics will be discussed.

Courtenay W. Harris, examiner for the Virginia Fire & Marine for several years, has resigned. He was formerly fire rate clerk for the Virginia department.

Canadian Field Happenings

Winnipeg Institute Elects

E. P. Withrow, Dominion of Canada General, Named President for Coming Year at Annual Meeting

WINNIPEG, Oct. 14.—New officers and council elected at the annual meeting of the Insurance Institute of Winnipeg are: Honorary president, R. O. Taylor, Northern Assurance; president, E. P. Withrow, Dominion of Canada General; vice-president, W. B. Lowry, North America; secretary, G. E. Budden, Western Canada Insurance Underwriters Association; treasurer, C. R. Francis, Canadian Fire; council, A. A. Cherry, F. R. Corbett, A. L. Ham, George Robertson, H. L. Wigglesworth, J. R. Beveridge, B. W. Ireland, R. C. McKibbin, W. J. F. Reith, W. J. Blackburn, R. J. Parker, C. E. Chandler and C. R. O'Malley. About 125 were present.

The retiring president, C. R. O'Malley, outlined the results of the year and pointed as its outstanding achievement the institution of a correspondence course which has proved very popular and successful.

The Harrison Memorial prize, offered by the institute and competed for the first time, was presented to Miss E. M. Brookes of the Western Canada Insurance Underwriters Association, who secured the highest marks in the fire branch over a period of three years. Twenty-five diplomas of the Insurance Institute of America earned by Winnipeg students were handed to the graduates by Mr. O'Malley. H. H. Smith, honorary president, presented a desk set to T. E. D. Boys, who retired as secretary-treasurer after serving in that capacity since the inception of the institute. D. J. Stewart of Allan, Killam & McKay, who has been connected with the insurance business for over 35 years and is held in high esteem by all of the insurance fraternity, was nominated as an honorary life member.

Saskatchewan Loss Figures

J. F. Bryant, Saskatchewan minister of public works, in a speech given before the Saskatchewan Fire Chiefs Association gave some interesting figures on losses in that province. The fire loss ratio on automobiles was 69 percent and financed cars showed very bad experience. One finance company produced a loss ratio of 147 percent for fire cover on automobiles. The first six months of 1931 showed a marked increase in fire losses in the province, with \$2,311,262, compared with \$1,918,157 for the first six months of 1930.

Withdraws From Quebec

The Canadian Union of Montreal has withdrawn from the province of Quebec, and has reinsured all its outstanding business in the Consolidated Fire & Casualty, Toronto.

Briefs from Several States

The **Madeira & Vicinity Fire Department**, Madeira, O., has been incorporated for the purpose of owning and operating fire fighting apparatus in Madeira and its vicinity.

The **Garfield Insurance Agency** of Cincinnati has been incorporated by B. C. Dawes, Jr., H. A. Kribaum and R. J. Haglage. It is to serve as a subsidiary to the Cincinnati Underwriters Agency Company.

R. W. Prichard, Jr., secretary and manager of the Petersburg (Fire), who has been absent on a sick leave for several months, is back at his desk.

A. P. Sibold, head of the local agency of Sibold & Co., Chattanooga, Tenn., has been appointed general agent there of the Home Life of New York and the local agency will hereafter be under the management of his partner, J. W. Evans.

A Tribute to Queen Isabella

1492!

Times of depression had come upon Spain. She had just concluded a disastrous and costly war.

The family jewels were in hock, and Her Majesty's royal crown was reposing for the third time in the vault of a Valencian pawnbroker.

To her undying glory, Queen Isabella had the vision and courage to send Columbus on his voyage of discovery.

The letter the Spanish rulers entrusted to him is an intensely interesting one. Probably Queen Isabella penned it; it sounds like her—

Ferdinand and Isabella to King—

The sovereigns have heard that he and his subjects entertain great love for them, and for Spain. They are, moreover, informed that he and his subjects very much wish to hear news from Spain, and send, therefore, their Admiral, Ch. Columbus, who will tell them that they are in good health and perfect prosperity.

Granada, April 30th, 1492.

And so America was discovered! The letter to the unknown king was never delivered.

Columbus, no! Queen Isabella turned the first page of the book of America. She began our history!

Many names since have been written in that book—names of great men, of American enterprise. It is a record of the growth of American industry.

Under the index: Insurance, you will find the name of—

CASUALTY
INSURANCE



FIDELITY AND
SURETYSHIP

Standard Surety & Casualty Company OF NEW YORK

Home Office: 80 John Street, New York, N. Y.

FRANK G. MORRIS, *President*

"A Multiple Line Casualty and Surety Company"

Surplus to Policyholders—\$2,800,147.48

The National Underwriter

October 15, 1931

CASUALTY AND SURETY SECTION

Page Thirty-one

Equity Rating Is Roundly Scored

President Jackson of Bankers Indemnity Calls It Demoralizing Influence in Business

COMMENTS ON PROBLEMS

Rate Inadequacy, Branch Offices, Collections Taken Up Before New Jersey Agents' Meeting

Equity rating demoralizes insurance buyers and cannot much longer continue, H. P. Jackson, president Bankers Indemnity, Newark, told the New Jersey Association of Underwriters at their Atlantic City meeting Oct. 9.

"How can you say to one of your discriminating clients to whom for years you have been explaining how scientifically our rates are made, that this year because the Whoosis Mutual solicited his account, you are able to quote him a 40 percent reduction in rate where there has been no change in his exposure?" Mr. Jackson asked rhetorically. "His question is quite probably, 'Why couldn't you have done this before?'"

Says Plan Has Failed

"Frankly, I don't know what your answer would be. The plan has failed, in my opinion, in that I am told that unnecessarily large reductions in rate have been made, promulgations have not reached interested companies impartially on time and I recently heard of an instance where one member company worked equity rating to take a risk from another member and there wasn't a non-stock carrier within a mile of the risk."

"One must be charitable in such criticisms, recognizing that the problem of the Bureau (National Bureau of Casualty & Surety Underwriters) has been a most trying one and that our business is young. There has been little precedent to guide it and the underwriting background has been ever changing, but certainly it is not amiss to seek any imperfections in the hope that we may be guided to sounder rate making rather than to assume an attitude of smug satisfaction."

Discusses Branch Offices

Apprehension of local agents over branch offices is unwarranted, Mr. Jackson said. He remarked that he has seen many branches fold up; that they do not eliminate agency service in contacting policyholders. Some imprudent managers, he said, have installed branches at experimental points and unnecessarily have alarmed agents. He said if agents limit their technical knowledge so they must rely for assistance on company employees, branch offices in large centers must be expected.

He said obviously companies cannot furnish such service and pay agents not only commission as a producer but also for supervision service. However, he said, the companies among which this

Important Precedent Is Involved in Aviation Suit

NEW YORK, Oct. 14.—Arguments on appeal have been concluded at Trenton, N. J., in the suit which resulted in an \$89,000 judgment against the Colonial Western Airways for the deaths of six of the 14 passengers who died in the crash of a Ford Tri-motor sightseeing plane at Newark airport March 17, 1929.

The operating company was insured in the United States Aviation Underwriters. No decision is expected for a month and perhaps not until the first of the year.

The case is of the greatest importance to air transportation and aviation insurance. The plaintiffs contended that when a motor goes dead in flight that fact in itself is sufficient proof that there must have been negligence on the part of the operating company and that no other proof is needed to show negligence.

The defense's position is that when a motor fails for no discernible reason and that when there is no evidence of negligence, the operating company was not

negligent and is not responsible for the resulting crash or for lives lost as a consequence.

Under the law it is necessary for negligence to be proved, otherwise, the carrier is not responsible. The case hinges on the question whether the mere stopping of a motor in midair is sufficient to prove negligence, as the plaintiffs state, or whether the plaintiffs must prove some specific act of negligence, as the defense contends.

Case Highly Important

Because of the importance of this case in establishing a precedent every effort is being made to make the case for the defendants as thorough and complete as possible. Briefs for both sides exceed 100 pages and the record of proceedings fills three printed volumes.

Suits for claims growing out of the deaths of other victims of the same crash have been filed and will be heard in various jurisdictions in New Jersey and New York.

practice has been most prevalent generally have felt severely the results of this unsound policy, and he predicted a lessening of this pressure on agents.

"I have always felt that we needed drastic revision in our territorial division in automobile rating. It is indefensible to charge a man on one side of the street of a suburb more than his neighbor directly across the way for automobile liability insurance, as sometimes happens and merely explain that the actuaries drew the dividing line that way," Mr. Jackson said.

Makes Suggestion

"More practical study, I believe, should be given to local conditions, but better still, I favor an average rate for the territory contiguous to large centers to the extent, say, 50 miles where all cars are subjected to the same hazard, when we know that severe accidents are less frequent now in the congested areas by reason of strict traffic regulations. The heavy losses now are out on the turnpikes and suburban highways."

"I wish to sound a note of optimism. Sound companies and agencies, operating in keeping with sound business principles, will find ever ready patronage, but normal fluctuations must be expected with the rise and fall of economic conditions upon which the insurance business is predicated."

"Vicious competition in the form of liberal underwriting and excess commissions should diminish," he said.

"Better rate making can be expected as well as better judgment on the side of expense both in home offices and agencies. Recent experience points to the fallacy of too hasty and drastic revision of rates downward and the necessity of having our rate making machinery flexible and up to date to quickly take into account the changing economic background of our business before heavy losses accrue by reason of inadequate rate levels. We have also had demonstrated the fallacy of looking to invest-

ment appreciation to absorb losses resulting from unorthodox operating methods.

"The best avenue for business building henceforth will be the same one which has always served the successful companies, namely, the intelligent agent, properly trained and served technically, and possessing sound administrative judgment with adequate capital."

In regard to the question whether casualty cannot be placed on a cash basis, he said to make effective coverage contingent on premium payment would seriously lessen the value of insurance service. He blamed greed for premiums.

(CONTINUED ON PAGE 30)

Spit Claims Now Trouble Michigan Adjusting Circles

LANSING, MICH., Oct. 14.—Spit may be a horrid word, as alleged by the talented ad-writers, but it figures prominently in a recent claim filed with the Wolverine. It appears that an Ohio man, carrying auto insurance with the Lansing stock company, is addicted to the habit of tobacco-chewing. He indulges the habit while at the wheel, it would seem, and occasionally attempts the always-hazardous feat of expectorating out of the window of his car. On a particular occasion recently he met with indifferent success in essaying a salivary ejection, the onrush of air reversing the direction and sending a powerful nicotine spray directly into one eye. The optic was so affected that several treatments were necessary, costing \$9. The insured promptly put in an insurance claim on the ground that he had been negligent and that the carrier should protect him against his negligence under the public liability clause of the policy. The Wolverine adjusters, gently pointing out the impossibility of

Big Loss Cost Is Disturbing Factor

E. J. Schofield Tells of Punishment Casualty Companies Have Been Taking

IS MISSOURI DAY SPEAKER

Globe Indemnity Vice-President Shows Costly Part Compensation Has Played in Business

A somewhat disturbing picture of casualty insurance in this country was painted by E. J. Schofield, vice-president Globe Indemnity, at Missouri Insurance Day at Jefferson City, Oct. 13. Mr. Schofield qualified his depressing statistics, however, by stating the belief that the "path of prosperity for insurance lies on ahead just as certainly as ever and it will continue so long as the necessity for insurance service exists." He said, "We are on our way toward that path and up that path of prosperity with optimistic hearts."

The effect of the depression has been felt in casualty as in other business, he said. In 1930 premium income of casualty companies declined \$37,000,000 and at the same time the loss cost went up 7 percent. He said this latter is a staggering figure when one contemplates the fact it is applied on a total casualty premium income of \$800,000,000.

Heavy Liability Loss

Automobile liability, which came within \$1,250,000 of its premium income in 1929, nevertheless showed increased loss ratio for all stock companies of 7½ percent. He said underwriting loss of stock companies in 1930 on this line alone was \$10,600,000, which actually represents 8½ percent of the earned premiums. There was \$4,900,000 salvage from interest on invested reserves, so actual cash loss to stock companies for automobile liability in the year was \$5,700,000.

Premiums from surety bonds fell off \$2,500,000 for stock companies and loss ratio actually went up 24 percent.

In compensation there was a falling off in volume of approximately \$10,000,000. Stock companies' premiums were \$161,000,000, but the claim cost in 1930 rose 7.7 percent.

"Some startling figures of losses may

(CONTINUED ON PAGE 35)

recovery because of the statutory technicality which prevents a man from successfully bringing suit against himself, turned down the claim. But they see the quite conceivable possibility that such a case might be turned into a legitimate claim. What if back-seat occupants rather than the offender himself had been in the line of the boomerang spray? A new use for guest passenger acts may have been thus inadvertently discovered.

Leonard Heads Industrial Accident Board Association

CONVENTION AT RICHMOND

Contractor and Sub-contractor Should Be Jointly Liable, Says Baker—Brown Elected Vice-president

RICHMOND, VA., Oct. 14.—Wellington T. Leonard, Ohio industrial commissioner, was elected president of the International Association of Industrial Accident Boards & Commissions at the annual convention here last week. He succeeds Parke P. Deans, Virginia industrial commissioner. Joel Brown, Idaho, was elected vice-president and Ethelbert Stewart, Washington, D. C., was reelected secretary-treasurer. In addition to the officers, the new executive committee includes L. W. Hatch, New York; W. H. Horner, Pennsylvania; G. A. Kingston, Ontario; G. C. Baker, Kansas; and R. E. Wenzel, North Dakota.

Papers and discussions at the convention covered a wide range of subjects. Prediction was made in a paper prepared by W. N. Doak, Secretary of Labor, and read by C. E. Baldwin of the department, that the railroad trainmen would oppose federal and state workmen's compensation acts applying to them unless radical reforms are made in the present systems.

Urges Unlimited Medical Period

Commissioner Leonard of Ohio declared that workmen's compensation, to be really helpful, should include the cost of all necessary treatment. He urged an unlimited medical period such as is now operating in his home state.

Discussing the relationship of contractor and sub-contractor and their employees under the workmen's compensation act, Commissioner Baker of Kansas declared that the most effective plan, in his opinion, is to make the contractor and sub-contractor jointly liable, with the right of reimbursement to the contractor from the sub-contractor. Purpose of the compensation laws, he asserted, primarily is to afford full protection to workmen by preventing the possibility of defeating the act by hiring irresponsible contractors or sub-contractors to carry on the work, and this should be the test applied to the various laws. Compensation acts should prevent unintentional as well as intentional circumvention of their intent.

Waivers Reinstate Evils

Enforcement of the waiver right on workers as a condition of obtaining employment reinstates an evil which compensation laws have been designed to correct, and the situation merits thorough consideration from labor and industrial accident commissioners and from legislators, declared Miss Frances Perkins, New York.

Although the waivers are permitted in only four states in the United States, she said, the compensation laws are elective in 31 states and an employee may, by filing notice, place himself outside the compensation law. "This is waiver with a vengeance," she declared. "It is far more serious than a waiver for a particular disability and opens the way to nullification of the compensation principle."

Safety-code procedure, whether viewed from the local or national point of view, has been effective in the prevention of accidents, it was asserted by Cyril Ainsworth, safety engineer, American Standards Association, New York City. "Whether safety-code procedure will be of greater effectiveness in the future," he said, "depends largely on the extent to which it is applied by governmental agencies. It is the one effective instrument that has been developed for bringing together the two great branches of industrial life, employers and employees, for the common solution of a problem that is a terrible blight on our industrial and social structure."

Will Be Chairman



JESSE S. PHILLIPS, New York City

President Jesse S. Phillips of the Great American Indemnity of New York, former New York superintendent of insurance and former general manager National Bureau of Casualty & Surety Underwriters, is chairman of the committee on arrangements for the big testimonial dinner to be given in New York, Dec. 9, for James V. Barry, third vice-president Metropolitan Life, who is retiring from business at the close of the year.

"Insuring" and "Indemnity" Clauses Held Inconsistent

LANSING, MICH., Oct. 14.—Holding that the "insuring" and "indemnity" clauses in an automobile liability policy are inconsistent, the Michigan supreme court has declined to give effect to the "no action" clause in a policy issued by the Casualty Association of America, now being liquidated. The court holds the contract ambiguous, not because of vagueness but because of inconsistency and follows the rule that "clauses favoring the insured shall dominate those for the benefit of the insurers."

Dora Kipkey secured judgment against Clarence Jackson for injury by Jackson's automobile. Jackson was insured by the Casualty Association, which defended the original suit. Being unable to obtain payment of the judgment from Jackson the plaintiff brought a garnishment suit on the policy against the Casualty Association. The association resisted on the ground that the policy was an "indemnity" contract, and inasmuch as Jackson had paid nothing he had lost nothing, and therefore there was nothing due under the policy. The association lost in the lower court and the judgment against it is now affirmed by the supreme court.

The decision practically sweeps away the "indemnity" contract in Michigan. However, the Michigan law has been amended to provide that all automobile liability policies shall be available to the injured, so that the decision is of importance in the state only on old policies, and outside the state as a precedent which may be followed by other courts.

Compulsory Cover Adopted

GRINNELL, IA., Oct. 14.—Grinnell College authorities have ruled that no student will be permitted to drive a car unless proof is submitted that complete liability insurance is carried. It is expected that the insurance cost and the inability to comply with the underwriting prerequisites will eliminate many of the student cars that should be on the scrap heap.

New Jersey Fidelity Fined \$10,000 by New York State

VIOLATES LIABILITY RULES

Revoke License of New York City Agent—Result of Superintendent's Clean-up Campaign

NEW YORK, Oct. 14.—The New Jersey Fidelity & Plate Glass has been fined \$10,000 for violating the rates and rules governing the writing of automobile liability insurance in New York by Superintendent Van Schaick and has been directed to cancel all policies written improperly. The license held by A. L. Lewinson, its New York City agent, have also been revoked.

The specific charges lodged against the New Jersey Fidelity & Plate Glass and its representative included the writing of 19 policies in "contravention of the 'named operator basis' of the manual of automobile insurance," and of the payment of claims in some cases, "of accidents involving vehicles not covered in the policies"; (2) the charging of improper territorial rates upon 11 specified policies; (3) understatement of the load capacity of vehicles covered under 4 policies; (4) improper classification of risks in six instances; (5) incorrectly computed rates in three other cases; (6) alteration of the stipulations in one policy and the incorrect endorsements granted upon another for the purpose of effectuating a rate reduction and finally the issuance of three other contracts "in violation of the manual rates."

Result of Van Schaick's Drive

The imposition of the severe penalties on both the New Jersey Fidelity & Plate Glass and its agent evidences the determination of Superintendent Van Schaick to compel observance of the insurance laws of New York, and the severity with which he will deal with violators.

Last May Mr. Van Schaick in a public address gave fair warning that the department would hold all companies, agents and brokers strictly accountable for the laws of the state and the rules of the authorized governing agencies in the different divisions of the business. Since his initial warning the superintendent has not only given careful attention to all alleged violations filed with the department, but has had trained investigators delving into the records of the accused offices as well as of those whom he had reason to suspect were resorting to sharp practices in the "operating methods." Several companies as well as agents are under scrutiny and have had to step up to the captain's window and explain certain transactions that seemed suspicious.

Investigate Bootlegger Protector

MILWAUKEE, Oct. 14.—What appears to be one of the newest wrinkles in "coverage" is being investigated by the district attorney's office here. The Badger Protective Association is offering "honest" bootleggers protection against bad checks, persons who run up bar bills, or federal prohibition agents who interfere with the course of business. The question is: Should it come under the insurance laws of the state.

Complaint was made against the association by several insurance firms. The association agrees, for \$70 a year, to provide bail in case of arrest, collect bad debts, and bad checks, and give free legal advice to the buyers of the service. Once the concern offered protection against thieves and other violators, but this has been abandoned. It was formerly known as the "Badger State Merchants Association."

In announcing Edwin K. Sisk's association with the Cadillac Insurance Agency of Detroit as vice-president, the name was spelled "Fisk" by mistake.

Milwaukee Reciprocal Case Is Taken Under Advisement

SEEK TO ASSESS MANAGERS

Even Lawyers Not Sure of Status of Cooperative and Its Attorney-in-Fact

MILWAUKEE, Oct. 14.—The legal tangle over claims against the Interstate Automobile Interinsurance Exchange, a reciprocal, and Interstate Exchange, Inc., attorney-in-fact for the reciprocal, has been taken under advisement by Judge Walter Schinz of the circuit court.

Certain creditors of the attorney-in-fact are trying to have their claims included in the assessment against the policyholders, while an attorney for the policyholders is trying to throw the liabilities of the defunct reciprocal onto the management corporation, thus avoiding the assessment of policyholders. Claims against the attorney-in-fact amount to about \$58,000, while the policyholders of the reciprocal are already assessed for \$299,000 of claims.

Joseph Higgins, attorney for policyholders, asked the court to assess all liability against the managing corporation. He declared that Interstate Exchange, Inc., was in fact an insurance corporation and as such the stockholders have unlimited liability.

On the other hand, some of the stockholders of the incorporated attorney-in-fact are asking the court to assess the policyholders in the reciprocal for the losses which the stockholders have suffered.

Bit of Ironie Humor

There was ironic humor at the hearing. Alvin P. Kletzsch, who was president of the company for several years, said that he was never fully informed of the exact manner of organization of the two companies. E. L. McIntyre, at one time attorney for the company, said that Clifton Williams, one of the organizers of the company, told him that the guaranty fund was a "third line of defense" and that if it was lost the depositors had recourse against the policyholders. He said he believed the statement, but did not say how much he knew about law. Clarence J. Hartley, Superior, Wis., president of the Wisconsin Bar Association, was also a claimant, his firm having acted as attorney for the concern. His claim was filed against both the Interstate Exchange and Interstate Interinsurance, and Mr. Hartley testified that he considered that he was working for the policyholders. Mr. Hartley did not state either how much he knew about law.

An observer wondered what show the policyholders in a reciprocal have if the officers and lawyers of the concern do not know where they are at. If the lawyers performed their duties they undoubtedly read the power of attorney that binds the policyholder.

Chicago Branch Meeting

Special agents and others on the salaried staff of the Chicago branch office of the Ocean Accident held a production conference at the Midland Club Oct. 13. J. E. Callender, resident manager, presided. L. S. Jones, assistant manager, assisted. Roy Snively, assistant chief engineer from the home office, gave "Hints on How to Procure Boiler and Machinery Business." A round table was held on business conditions, collections and other matters.

Maryland Casualty Detroit Outing

The staff of the Michigan office of the Maryland Casualty in Detroit gathered at the Elizabeth Lake Golf & Country Club last week for a golf tournament and dinner, with Manager H. B. Quinn as host. Henry Hart, assistant manager, won the tournament.

Auto Deaths Are Still Increasing

Travelers Reports 24,000 Fatalities Indicated in First Nine Months of 1931

HINTS 35,000 FOR YEAR

Accident Situation Worst in History, According to Statistics Gathered from Many States

The automobile accident fatality rate recorded in the first nine months this year is the largest in history, 24,000 persons killed, the Travelers reports. Loss of life chargeable to this cause was nearly 90 daily in the United States.

Combined state records indicate a slight decrease for August, the first decrease this year. Even with this improvement, increase thus far has been around 5 percent. This rate if continued would mean approximately 35,000 fatalities for 1931.

Few Show Decreases

Thirty states and the District of Columbia, with total population over 80,000,000, have reported complete figures. Only nine states show decreases, Connecticut, Florida, Georgia, Kansas, Maine, Michigan, New Hampshire, North Carolina and Vermont. New Hampshire's decrease was 32 percent, the greatest.

Oregon with 53 percent increase report had the doubtful distinction of leading the nation in percent of increase. Missouri, South Dakota, Wyoming and District of Columbia have increases ranging from 31 to 38 percent. Montana, Virginia and Washington had around 20 percent increase; Maryland, Minnesota and Tennessee between 15 and 20 percent, and Delaware and California more than 10 percent.

New York Leads U. S.

New York, with 1,961 deaths, led the states in number, an increase of 4.36 percent. California, with 1,680, had 13.67 percent gain and Pennsylvania with 1,237, had 6.18 percent increase. Ohio had 5.33 percent gain with 1,185 deaths reported for seven months.

Seven states reported complete figures showing increases in deaths less than the indicated country-wide gain of nearly 5 percent, Alabama, Indiana, Massachusetts, New Jersey, New York, Rhode Island and West Virginia.

Has Right of Subrogation

The New Jersey court of chancery in Board of Education, City of Linden vs. Vail et al. holds that a surety on a bond for the performance of a building contract, performing the contract upon default of the contractor is subrogated to the proceeds of the contract as against a receiver in insolvency of the contractor, including the proceeds of the contract earned before default. Further, the surety, holding an equitable assignment of the proceeds of the contract as indemnity against loss on the suretyship is, as against a receiver in insolvency of the contractor, entitled to the proceeds of the contract earned before default.

Louisville Service Office Opened

The Glens Falls Indemnity has entered Kentucky and Tennessee. A service office has been opened in the Columbia building at Louisville under the direction of M. D. Garlington, special agent.

G. V. Fuller Tells About Compensation Rate Plan

Assistant Secretary G. V. Fuller of the National Council on Compensation Insurance in his talk before the National Safety Congress in Chicago this week explained the nature of his organization, especially its rate making functions. The National Council has six administrative bureaus in various sections. Its primary function is the collection of past experience, the correlation of such data for rate making purposes and the development of rules, classifications and merit rating plans for use in the application of rates. The council develops the rates for practically every state where there is a workmen's compensation law permitting private insurance. In some 26 states compensation rates are subject to review and approval by the state authorities.

Payroll Used as Basis

Mr. Fuller said that the most satisfactory unit of exposure for compensation insurance purposes is payroll. Therefore, compensation rates are really indices of accident costs per \$100 of payroll. The first step is to develop a series of industrial classifications to which all risks may be assigned, each classification being intended for a reasonably homogeneous group of risks.

The compensation manual now contains about 700 industrial classifications. When the table of classifications is established the council is ready to develop average or manual rates to correspond with the hazards of each of the classes. The National Council develops rates. It does not make them. The industries themselves make their own rates by the accidents that are permitted to occur and recur in such industries.

Actual rate making for particular states consists first in determining the state rate level, that is, the total premium required to meet the expected cost of compensation for injuries sustained by workmen in the state during the period that such rates are to be in effect plus the expense of conducting the insurance business during the period. Next, there is an apportionment of the total state premiums to the various classifications in proportion to their respective hazards. Rates vary by industry on the basis of their relative hazards. Each year the carrier in "Schedule Z" furnishes the National Council with a report of its most recent experience available.

Mr. Fuller said that when a compensation law is changed the experience in time changes with it. The standard rate making program of the National Council normally contemplates that 60 percent of the total premium collected shall cover the accident cost and the balance, 40 percent, shall go to meet the expenses of conducting the business. The standard rate making program provides that the rate for particular states shall be predicated on the basis of the three latest available years of experience. While these three years are employed it is not entirely satisfactory because it is actually failing to reflect the steadily increasing trend of accident cost.

It is apparent, the speaker said, that in some industries the accident cost is primarily due to infrequent costly accidents while in others the accident cost is due to frequent but relatively low cost cases. Therefore the council has set up three divisions in both state and national classification experience, a serious indemnity cost including fatal, permanent partial cases; non-serious, including minor permanent partial temporary cases and medical cost covering all payment for medical service. Mr. Fuller spoke briefly of the industrial compensation rating schedule and the experience rating plan.

Summary Is Given

He summarized the relationship of industry to workmen's compensation rates. First, the state rate level or in other words, the aggregate amount of premiums which must be paid by all industries within a given state for their compensation insurance is dependent entirely on the state's own accident cost which has been paid by the insurance carriers. Second, the "classification rate relativity," or in other words, the distribution of the aggregate state premium among the various industries in the state is in proportion to the individual industry's own accident cost. Thirdly, the "individual risk rates" are in a major degree dependent upon the accident cost which has been sustained by the carriers in the coverage of the individual risks themselves.

National Effort Needed in Educating Adult to Caution

If results in educating adults in safety could be half as good as those with children in the last few years, Dr. H. J. Stack, supervisor of safety, National Bureau of Casualty & Surety Underwriters, told the education section of the National Safety Congress in its meeting at Chicago, millions of dollars each year would be saved by casualty and surety companies. "Child accident prevention work has been eminently successful," he said. "The work with adults has failed largely because of the lack of organized effort. In striking at the problem of increasing traffic accidents we can go just so far with the legislative and enforcement program. These alone will not make people safe motorists. We need more than anything else to reach the motorist and the pedestrian through a real program of education. In order to do this we must call into play all the forces of the community." He said a real organized effort through press, colleges, parents, organizations, luncheon and welfare clubs is needed, and group effort of motor clubs, safety councils, oil companies and the automotive industry. The economic loss of motor vehicle accidents, alone, he said, exceeds a billion dollars. He recommended forming safe drivers' clubs in

Volunteer Firemen Blanket Accident Cover Advocated

NEW YORK, Oct. 14.—As one means of increasing premium income certain casualty writing companies are urging their agents to push the sale of blanket forms covering liability for the death or injury of members of volunteer fire companies. New York state protects its regular firemen under the compensation act, and also requires that municipalities safeguard members of volunteer companies, which are to be found in the great majority of the smaller communities throughout the commonwealth. The standard compensation policy not meeting the special provisions of the statute as applicable to volunteers, the latter are covered under accident contracts by casualty companies handling the business. The blanket policy sells at a modest cost, compared to the benefits provided, and usually finds favor with municipal officials whenever its merits are properly presented.

high schools. "But most of all," he said, "we need the combined efforts of the insurance groups. They represent a great army of agents and representatives in every section of the country."

Companies Pull in Horns Sharply

Many Agencies Are Skirmishing About Trying to Get New Connections

TIMES ARE FEVERISH

Retrenchment Is the Order of the Day With Overwhelming Losses Confronting Headquarters

NEW YORK, Oct. 14.—Agencies that have a connection with a good casualty and surety company these days are to be congratulated because there is no end of worry for those who have lost their companies or who have gotten afraid of some of the weaker sisters and are endeavoring to get on solid ground. Some months ago casualty company agency men were raising heaven and earth to try to make connections here and there with agencies that had a profitable business. At that time most of these agencies were not interested because they had connections that were satisfactory.

Retrenchment in the Air

During the last few weeks, however, there has been a decided retrenchment in casualty and surety circles in view of the enormous losses that have overtaken the business, this being particularly true in the surety lines. Some companies therefore that were very eager to make these new connections are now turning about face and becoming very conservative. They do not want to extend their business as they have been but are endeavoring to trim out, retreat somewhat and stand behind more solid fortifications. Some companies that a few years ago were regarded as liberal and desirable connections have curtailed their operations exceedingly. The foundations of some of the institutions have been badly shaken and it will require heroic effort to steady the structure and bolster up the timbers. Tremendous losses have been encountered especially in the depository bond and mortgage bond guarantee fields. Some companies plunged rather heavily on what seemed at that time to be a desirable class of business but which under the stress and storm of great economic disaster have proved most undesirable.

Agencies Confronted With Problem

Many agencies find themselves confronted with the problem of trying to hook up with a casualty and surety company that will take care of their lines. Undoubtedly a number of offices have been toying with the business, have been looking for juicy contracts, higher commissions, liberal inducements and concessions of all kinds. Now they find themselves face to face with a vital problem. The agency is fortunate that has maintained its casualty and surety connection without endeavoring to extract the last drop of blood. Undoubtedly companies that have met with severe losses are contracting their operations materially. They are becoming much more conservative and are getting down to earth.

Real underwriting is being done. Companies are forced to reduce their overhead and watch every possible outlay. Company headquarters are being besieged with applications for general agencies. A number of agents have visited the east, they are conducting correspondence and using every possible influence to secure satisfactory connections where they have been left on the shoals. There never was a time like the present in the casualty and surety field with its uncertainty and terrific punishment.

Many profit opportunities are lost by regular insurance agents because they do not know where to place, or how to underwrite, bail bond business.

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Accident Companies Expect Rush on Disability Income

PREPARE FOR GREAT DEMAND

Action of Life Companies in Quitting Non-can Rider Puts Casualty Carriers in Favored Position

Accident and health companies writing non-can are preparing for a rush of business which they feel is certain to result from the retirement of several life companies from the income disability field and the virtual certainty that many more will follow suit quickly.

Already agents throughout the country are casting their anchor to windward even though their companies may not have quit the income clause, in order that they may have this protection to offer such of their clients as desire it. Accident companies with non-can departments have received many inquiries as to what provision might be made.

Public Demand Created

The public for a number of years has been sold hard on the idea of disability income. It is a foregone conclusion that they will want it much more keenly than in the past just as soon as they find they cannot buy it from the life companies. It is believed they will expect this service from their life agents.

However undoubtedly the waiver of premium will be continued by most if not all life companies for some time, with perhaps some change in rates and coverage after the first of the year when they have been able to collate their 1931 experience.

For their part the noncan companies it is assured do not intend to jump into the field of disability income on life insurance with eyes closed at the existing rates and on the present form, even though one school of underwriting might indicate that the great spread and large volume which would be given the accident companies through getting a virtual "corner" on this business might result in a tidy profit.

Will Proceed Cautiously

It is practically certain that the accident companies will revise their rates and forms for this purpose, possibly following to some extent the 1931 thoughts developed in consideration of disability on life insurance, such as incorporation of the six months clause in place of four months, and other restrictions.

There are only five or six accident companies known as leaders of the non-can field today, although some years ago many tried it with painful results.

There is every indication that demand for a disability income clause from life insurance agents will not cause many, if any, of these other companies to forget their sad experience and attempt to capitalize on the action of life companies.

Sample Contracts Not Yet Out

NEW YORK, Oct. 14.—To effect certain minor changes in the proposed standard accident forms determined upon by the Bureau of Personal Accident & Health Underwriters the issuance of samples of the contracts, which it was assumed would have been before now, has been deferred for a few days.

Hold Rate Hearing in Texas

AUSTIN, TEX., Oct. 14.—The state board of insurance commissioners held a hearing Thursday on an emergency compensation rate revision.

The hearing also included rates, policy forms and endorsements applicable to longshoremen's and harbor workers' coverage provided by the last legislature.

The Accident and Health Underwriter's Guide will be off the press soon! Write the National Underwriter for details.

George Brown Head of Detroit A. & H. Managers



GEORGE BROWN

DETROIT, Oct. 14.—George Brown, general agent for the Continental Casualty in Detroit and executive secretary of the Michigan Association of Insurance Agents, was elected president of the Accident & Health Managers Club of Detroit at the annual meeting Monday, succeeding R. T. Smith of the Travelers. Mr. Brown was one of the founders of the association and was instrumental in forming the national organization as well, serving as secretary of the latter during its first year.

Brace M. Stahl, Federal Life, is vice-president and P. R. Hawkins, Continental Casualty, secretary. M. W. Voris, Hoosier Casualty, was reelected treasurer.

Directors are R. T. Smith, retiring president; R. M. Rowland, National Casualty; J. P. Collins, National Casualty; E. H. McFarland, North American Accident, and Fred Grainger, Federal Life & Casualty.

Mr. McFarland, reporting as chairman of a special committee on dues, recommended a flat fee of \$5 per year per member in place of the present system of including meals in the dues, which was adopted.

Mr. Brown told of plans for increasing the membership of the association by admitting accident and health men from elsewhere in the state as associate members.

Transportation Indemnity Has Increased Its Surplus

The Transportation Indemnity stockholders have approved the recommendation of the directors that surplus be increased \$500,000 by reducing the capital from \$1,000,000 to \$500,000 and then restoring it to \$1,000,000 by paying the \$500,000 new capital at par. Crum & Forster, who control the company, agreed to underwrite the new stock and paid in the \$500,000 at once. Each stockholder is entitled to subscribe for one share of new stock for each share of old stock. On the basis of its last statement this will give the Transportation Indemnity \$1,000,000 capital and something over \$1,000,000 surplus. It is operating in 30 states. Its plan is to extend its business conservatively.

Death of C. L. Waite

C. L. Waite, assistant manager of the Hartford office of the Travelers, died last week of a heart attack while driving his automobile in the city. He felt ill in his office and started for home in his car. He was graduate of Wesleyan university and started with the Travelers in 1907.

Big Loss Cost Is Disturbing Factor

(CONTINUED FROM PAGE 31)

interest you concerning compensation," he said. "In the years 1923 to 1930 stock carriers lost the sum of \$100,550,000 in underwriting profit, which is 8.7 percent of the earned premiums involved. Against this there may be offset an income from investment of reserves of \$43,000,000, which still leaves a net loss to the companies during this time of \$57,000,000.

"So that you may see the effect of 1930 on the compensation business, let me tell you that the stock carriers had an underwriting loss in the year 1930 of \$18,380,000, which is 11.4 percent of the earned premiums."

He pointed out the rise in the five-year average from 8.7 percent to 11.4 percent in a single year. Against this, approximately \$18,000,000 was charged to underwriting loss and there was \$6,800,000 salvage in investment income, so net loss to companies exceeded \$11,000,000. The average over five years exceeded \$10,000,000 actual loss a year.

Effect of Compensation

He emphasized that compensation premiums constitute about one-fifth of the premium income of stock carriers—actually 22½ percent. So stock companies have lost on one-fifth of their business more than they were able to make on the other four-fifths.

A group of 34 stock carriers whose volume is a large part of the total actually lost \$42,000,000 from underwriting compensation and their total underwriting loss from all other lines was indicated at \$29,300,000. Thus compensation not only wiped out the loss on the balance written, if any profit was made, but contributed approximately \$14,000,000 to boot in the deficit.

Mr. Schofield said compensation has been a losing line, first, because of the falling off in payrolls due to the curtailment of employment and also to reductions in wage scales. Second, there is an increased incentive to economy; a tendency to attempt to balance the employer's operating loss by getting the most out of reduced forces employed. He said this is a speeding up process in industry which always has and always will take its toll in injuries and lives of employees.

Employees Claim-Conscious

Third, he said, there is a marked tendency among employees to make the most out of injuries sustained because their wages are reduced or they are employed on a part time basis, future employment is uncertain and compensation benefits, he said, may well prove more adequate and certain than wages. Fourth, is the inclination of industrial boards to administer laws more liberally.

Compensation he blames in considerable part for the actual decrease in assets of stock casualty companies, which, he said, were depleted \$44,000,000 in the year from June 30, 1930, to June 30, 1931. He admitted this situation has created embarrassment in some quarters. He said that unless relief is very near further embarrassment may be expected. However, he said, he did not intend his address as a "cry of the wolf at the door," but that the house of insurance still stands solidly in the main.

Massachusetts Rate Hangs Fire, Hearings Concluded

BOSTON, Oct. 14.—The joint insurance and judiciary committee of the Massachusetts legislature, which has been hearing proposals for the amendment of the compulsory automobile liability insurance law during the past two weeks, completed its hearings last week and is now in executive session to formulate its report, which will be completed in about two weeks.

In view of the general expression voiced at the hearings it is unlikely that

the committee will recommend the repeal of the compulsory law, although insurance interests came out strongly in favor of repeal and the adoption of a financial responsibility law.

State Fund Not Supported

The state fund idea was given little support throughout the hearings, although such a bill is under consideration. There are several supporters of the idea of insurance coverage for the driver rather than for the car, which had the aggressive support of one of the leading members of the committee. Suggestion was made that the cost of liability insurance for cars might be less-

ened through limiting the coverage to pedestrians only, leaving out guests and occupants of cars.

Counsel for cities and towns sought to advance some method by which the legislature could arbitrarily order 1931 rates continued without change in 1932. There was strong support for a demerit rating plan, although it was very generally admitted that such amendment would do little toward reducing the rates for 1932. The deductible plan was also advanced, but received less consideration. Still another plan was that to inaugurate an indemnity system based on workmen's compensation insurance, although the difficulties along this line

due to the lack of contractual relations between car owners and the injured seemed too great to overcome.

What the outcome will be of the committee's executive sessions are not being even prophesied. No one has the slightest idea where the matter will end, and it seems doubtful if even the committee could, at this time advance any substantial guess, other than the very strong probability that the compulsory law will be retained, and amended.

Frank E. Hause, formerly with the Standard Accident at Detroit, has joined the Fidelity & Casualty's Detroit office as assistant to Harris B. Carr.

IN SURETYSHIP AS IN ACCOUNTANCY

SPECIALIZATION COUNTS



FIGURES are said not to lie. The experience of every surety company, however, proves that this is not truly axiomatic. When improperly handled, figures can convey an entirely erroneous impression.

For that reason, it has become one of the accepted practices of most business establishments to have their accounts checked at periodical intervals by specialists in such matters, in other words, by certified public accountants. These men are equipped, by virtue of their specialized training and experience, to make an accurate analysis of any firm's financial condition, as well as to suggest ways and means of correcting any weaknesses in their accounting systems.

Specialization in the field of accountancy

means efficiency and accuracy. In the field of suretyship it means the ability to handle successfully any bonding proposition, no matter how involved. Whereas slipshod accounting methods may cost a business establishment thousands of dollars, the inability of a surety company to handle its agents' bonding propositions quickly and intelligently may cost them the good-will of valued customers.

The F&D is an organization of bonding specialists. Most of its home office executives and many of its field officials have grown up with the business and are recognized authorities in their particular lines of endeavor. Their ability to act promptly and authoritatively in connection with any sort of a bonding proposition is an asset of immense value to every F&D representative.

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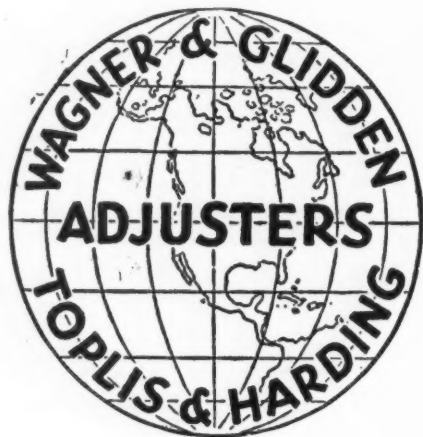


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Equity Rating Is Roundly Scored

(CONTINUED ON PAGE 31)

and unsound practices for the undue extension of credit.

"The acquisition cost rules, though not 100 percent enforced, have greatly helped to stabilize a situation aggravated by a multiplication of companies during the boom era," he said. The renewed proposal to have sole agencies might not be desirable for casualty lines, Mr. Jackson said. "I can conceive that I might require a large capacity company with highly organized engineering service for certain risks, but which company by reason of its great size, might not give me that prompt sympathetic quality of claim service that I might require for the clientele patronizing my agency for personal coverages such as automobile liability, residence burglary and the like, nor cultivate that close personal touch so important to agency company relation," he said.

Anchor to Windward

"Furthermore, with the casualty business comparatively so young and still undergoing frequent changes in the set-up of companies, I fancy I would feel more secure if I had cultivated loyal and pleasant relations with more than one company that I might protect my business in the event of any unforeseen change.

"The casualty business today is suffering from the rate inadequacy. You all are aware of the tremendous underwriting loss developed annually since 1922 in workmen's compensation insurance and how difficult it has been to keep rates apace with experience and the liberalization of the laws or to get the approval of regulating authorities to needed revisions upward. During the last two years the automobile lines have been unprofitable, due mainly, I believe, to tardiness in rating procedure and the application of the merit rating plan, of which I have satisfaction in stating that I was one of those voting against its adoption by the National bureau. I believe in merit rating in principle, but the present plan has merely proved a 10 percent cut in much needed rates for the underwriter and commission to yourselves.

"I believe the plan should be revised to provide charges for losses as well as discounts for safe driving and statements in relation thereto should be declarations in the policy. We are also suffering currently from inadequate rates for plate glass insurance and here again our rate makers seem unable to keep their revisions parallel with changes in the price of glass.

"I feel that the National bureau in the past has been lacking in sympathy and consideration of the producers' problems, and it has been very gratifying to note that recently Mr. Beha, the able manager, and his capable associate, Mr. Leslie, have spent a great deal of time traveling about the country getting the agent's viewpoint and an insight into present local conditions. I am sure this will result in much good where there is so much room for improvement."

Valuation Plan for Statements

(CONTINUED FROM PAGE 5)

this department has recognized that the range of the market over a reasonable period is a more accurate guide to fair market value than the prices of a particular day. The situation of the security market today is similar to that which led to such action in 1907 and again in 1917.

Companies which are fundamentally sound should not be forced into embarrassing position because good assets are temporarily frozen. The appraisal of securities at less than fair market value has a tendency to force liquidation at a sacrifice. This is not for the best protection of policyholders, which is the paramount concern of this department.

The discretion of the superintendent

of insurance will be exercised, however, to vary this general formula of the national convention as special circumstances demand. Circumstances may arise where the carrying out of a company's contract requires the liquidation of securities to meet its maturing obligations. In such cases it is obvious that the immediate market must be used in order that a correct reflection of financial condition be had.

Commissioner Dunham of Connecticut in filing a dissenting report states that the use of June 30 valuation is a subterfuge and is misleading. He said a similar plan was presented before the commissioners last year and was turned down. Under the law, he said, the only valuations that the Connecticut department can accept would be those of Dec. 31. Any others he bans as fictitious and said that they do not reflect a company's actual condition. He said that it is unsound for departments to recognize the valuation on any other basis than the true market value at the end of the year, this being particularly so with fire and casualty companies which may at any time be called on to pay out large sums in case of a catastrophe.

Considerable Criticism Made

Commissioner Dunham said that considerable criticism has been directed toward stock fire and casualty companies by some of the commissioners. Recommendations have been made for the reduction of acquisition cost which have been difficult to accomplish due to the competition of so many companies which have employed loose practices. The insurance business, he said, has been hit hard by depressed business conditions. Economies, he holds, are more likely to be possible of accomplishment when the true condition of companies is known to the public and agents. New and unnecessary capital has been injected into casualty and fire insurance in recent years and much of it has been used to play the stock market with little regard to good practices. He said that the state departments by adopting the June 30 valuation will be placing themselves in an unsound and inconsistent position, bolstering up weak companies through the medium of approving fictitious and inflated valuations. This, he said, would deter the accomplishment of improvement in insurance which these departments have so earnestly recommended.

First Cases Under Indiana Law

INDIANAPOLIS, Oct. 14.—The first persons to come under the new 1931 motorists liability law of Indiana were two South Bend drivers, convicted in the city court there of operating a motor vehicle while under the influence of liquor. Their licenses were revoked for one year.

Each man will be required to post \$10,000 liability policies or other evidence of responsibility, or forfeit their automobile license plates, thus making it impossible for other members of their families to drive their machines.

Automobile insurance men say that since the middle of September there has been a great rush of owners and drivers for property damage and public liability insurance.

Great National Gets Contract

RICHMOND, VA., Oct. 14.—The Great National of Washington, D. C. was low bidder for public liability and property damage coverage on 600 trucks of the Virginia state highway department with 10-20 limit and was awarded the contract. It bid \$14.25 per truck through R. Lee Page & Co., its representative at Norfolk. The bid was more than \$2 below the next lowest.

J. H. Ferguson Resigns

PHILADELPHIA, Oct. 14.—J. H. Ferguson has resigned as Philadelphia manager of the Independence Indemnity. Mr. Ferguson came here from the Royal Indemnity in Montreal last January and succeeded A. J. Grainger, now Philadelphia manager of the Public Indemnity.

FIDELITY AND SURETY NEWS

Bankers Consider Failures Managers Vote Cooperation

A. B. A. Considers Courses and Remedies at Annual Session at Atlantic City

NEW YORK, Oct. 14.—Bank failures, their causes and remedies, were a big topic at the annual convention of the American Bankers Association at its session at Atlantic City. From Oct. 1, 1930, to Aug. 31, last, 1,668 banks closed their doors. While the number was considerably augmented during the past month, the official figures for September are not yet available. According to the tabulation of the Federal Reserve Board the amount of deposits involved in bank failures in the 12 months ended Aug. 31, 1931, aggregated \$1,300,506,000, by far the greatest sum tied up in any like period in commercial banks in any country. Deposits in failed banks in 1930 totaled \$864,710,000, compared with \$243,532,000 in 1929 and \$138,642,000 in 1928.

Nearly 200 Reopen

Of the closed banks 195 have reopened with deposits of \$117,180,000 and it is possible that still others will effect reorganization and reenter active business.

Insurance companies and agents have been directly interested in the failure of many of the financial institutions, either as depositors or as guarantors of public funds. While there will be salvage on losses paid under depository bonds, in the great majority of cases years must elapse before it is secured. Grave doubt is expressed as to whether the eventual return will approximate the average salvages in former years. Many of the institutions that closed their doors within the past 24 months had extensive holdings of railway and foreign government bonds, a class of securities that have depreciated heavily.

Under a decision of Justice Carew of the supreme court of New York, Superintendent of Banks Broderick will shortly make a number of priority payments from the funds of the Bank of United States of this city. The favored parties include several surety companies that guaranteed public funds on deposit.

Would Restrict Liability

San Francisco realtors recommended to the legislative committee of the California Real Estate Association at its annual meeting in Long Beach this week that the license act be amended to restrict liability of realty bond companies. This results from the action of bonding companies in raising the realty bond premium from \$10 to \$25 per year for the prescribed \$2,000 bond.

This increase was brought about by a decision of the Los Angeles superior court in Wiggins vs. Pacific Indemnity. The company contended that the total liability was the penal sum of the bond, \$2,000, but the plaintiff contended that the liability of the surety company on each bond was \$2,000 to any person injured, which was upheld by the court.

Unless reversed by the supreme court, the decision will mean that the liability of the surety company is practically unlimited and that any number of persons may sue on the same \$2,000 bond and secure judgment up to the full amount.

Will Require Corporate Bonds

MILWAUKEE, Oct. 14.—A resolution providing that the city of Wauwatosa, Milwaukee suburb, refuse in the future to accept personal surety bonds on contracts for public works, and accept only bonds of licensed surety companies, has been adopted by the council. In presenting the resolution, Alderman Perry said personal bonds have been a failure and are not so secure as bonds furnished by licensed companies.

Chicago Surety Association Names Committee to Convey Sentiment to Mr. Beha

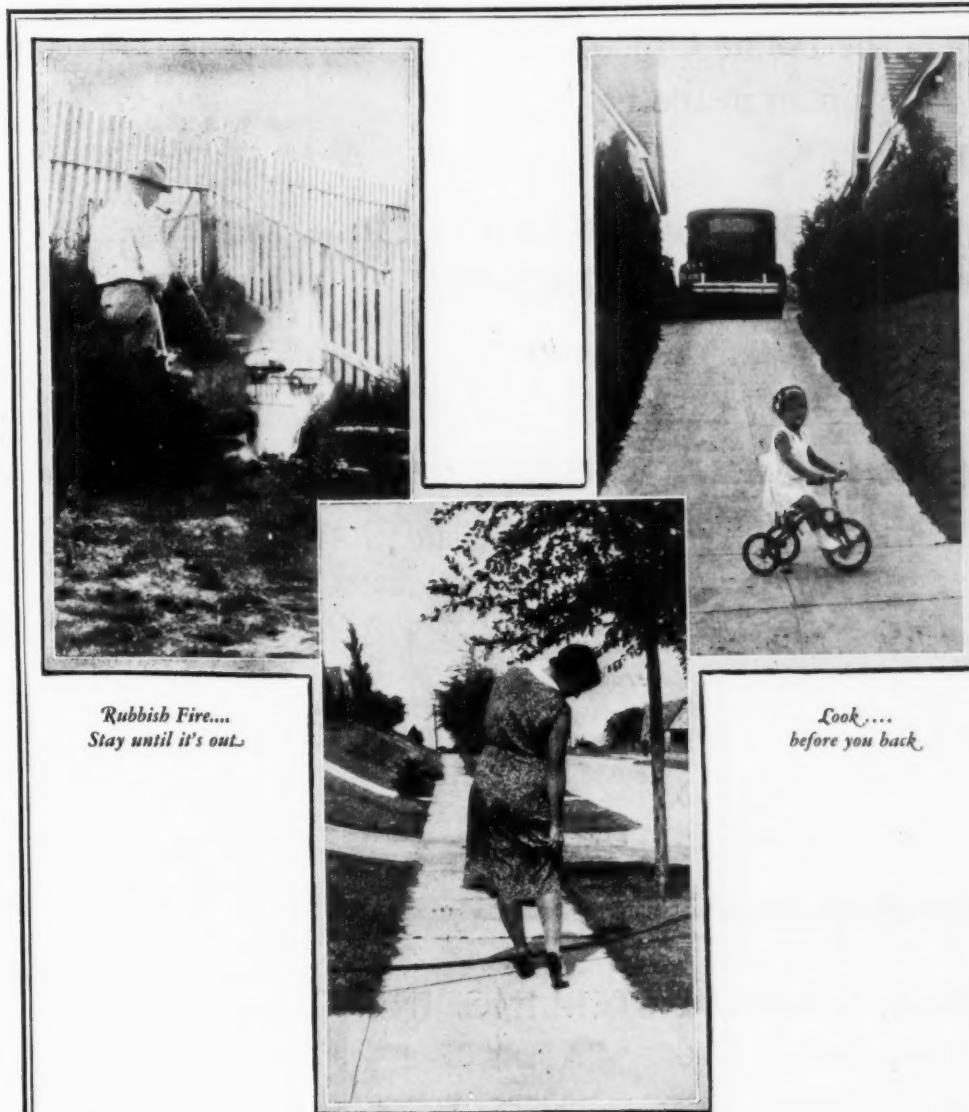
An expression of willingness to cooperate with J. A. Beha, general manager National Bureau of Casualty & Surety Underwriters, in solving the Chi-

cago casualty acquisition cost problem was voted by the Surety Association of Chicago at its last meeting, and a committee was named to convey these sentiments to Mr. Beha. The committee consists of William Hansmann, Fidelity & Deposit; Charles Burras, Joyce & Co.; Gordon C. Fox, president of the association; George D. Webb, Conkling, Price & Webb; Richard Cline, Aetna; W. O. Schilling, United States Fidelity & Guaranty, and J. L. Maehle, American Surety.

A general discussion was participated in by W. Herbert Stewart of Stewart, Keator, Kessberger & Lederer, Mr. Hansmann, A. C. Arnold and others in

which the many evils of the present situation were pointed out.

The nominating committee for the annual election to be held Nov. 3 was named, consisting of Messrs. Schilling and Cline and D. A. Donohue, Royal Indemnity. An entertainment committee also was named consisting of Messrs. Hansmann, Cline and Donohue, John P. Keevers, assistant resident manager Maryland Casualty, and A. G. Stanten, Conkling, Price & Webb. A rising vote of thanks was tendered the entertainment committee which had charge of the annual joint field day with Milwaukee surety men held at Nippersink Lodge recently. The committee



*Rubbish Fire....
Stay until it's out.*

*Look....
before you back.*

*A bose in the walk . . . and a run
in the bose. A bad combination
for the home owner*

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consisted of W. W. Steiner, Globe Indemnity; Secretary Armstrong of the association and Messrs. Hansmann, Stanten and Arnold and T. E. Dunne, United States Casualty.

Gilson with Standard Surety

The Standard Surety & Casualty announces that F. T. Gilson has become connected with its surety department, in which position he will specialize on production. The Standard Surety is nearing the end of its third year and has made an enviable reputation. Mr. Gilson has had 20 years in executive work in surety.

Bancorporation Well Covered

MINNEAPOLIS, Oct. 14.—North-west Bancorporation, which controls 138 banks in the northwest, is taking no chances on heavy losses through dishonesty of employees. The corporation carries a blanket fidelity bond of \$500,000 on all officers and employees and the larger banks in the organization carry excess bonds proportionate to their size.

Officers and employees of the largest of the chain, the Northwestern National of Minneapolis, are covered by the blanket bond of \$500,000 and excess insurance of \$500,000 making total of \$1,000,000 on each employee.

As an additional safeguard against defalcations, a system is now in effect by which employees are rotated from one job to another.

Get Large Appeal Bond

Conkling, Price & Webb of Chicago, general agents Fidelity & Deposit, have filed a large appeal bond of \$350,000 for Harry E. and Fred White. A. G. Stanten, personal friend of the Whites, secured the bond. This grew out of a suit involved in the sale of the McLean Drug Company to the Liggett stores. It is one of the largest appeal bonds that has been filed recently.

Surety Entitled to Interest

ST. PAUL, Oct. 14.—The American Surety has won an important decision in district court here affecting claims against closed banks.

The American was surety for a state bank which closed three years ago, protecting state funds deposited in the bank. After the bank closed the state presented a claim for approximately \$9,900 against the surety company, which paid in full. It then filed its claim as a preferred creditor against the receiver of the bank for the full amount it had paid, plus 6 per cent interest. The receiver refused to allow the interest charge but the court ruled that the surety company was entitled to it.

Rules on Alabama Law

The Alabama law passed by the last legislature empowering county governing bodies to fix the amount of official bonds of all county officers is not retroactive in effect, and bonds made before the law was passed are not affected, according to an opinion of Attorney-general Knight. The opinion holds that official bonds of county officers must be made by surety companies authorized to operate in the state.

Not Preferred Claimant

The common pleas court at Canton, O., has handed down a ruling that a surety company is not a preferred claimant to the funds of a bank in process of liquidation. The ruling was given in the case of the National Union Indemnity, which sought to have itself declared a preferred claimant to funds in a Canton bank now being liquidated.

Course Now Justified

Surety companies are pointing to the number of bank failures as justifying their continued refusal to designate depositories for funds of fiduciaries whom

they have bonded. Bankers often press the surety to designate their banks as depositories.

The sureties contend that if they had favored the bankers by designating where the funds of the fiduciaries should be deposited, there would be the question of liability in the event of bank failure. When the fiduciary is given no suggestion as to where he should deposit the funds, the surety is not liable when the bank fails.

Separate Bonds Required

COLUMBUS, O., Oct. 14.—Attorney General Bettman has made a ruling to the effect that it is the duty of the state treasurer, as custodian of the state insurance fund and the state teachers' retirement fund, to require of depository banks a separate surety bond to secure deposits of each of said classes of funds, from the bond given by the bank to secure the deposit of what are strictly state funds.

Writes Big Lincoln Bond

The Globe Indemnity has written a bond running to the city of Lincoln, Neb., for \$1,309,000, the amount of the bid of Abel & Dobson, who were awarded a contract for running a pipe line from the city 25 miles to the Platte river. It is the largest bond of its kind ever written in that city.

F. & C. Los Angeles Changes

LOS ANGELES, Oct. 14.—R. E. Baker has resigned as office manager and underwriter of the Los Angeles branch office of the Fidelity & Casualty to give his entire time to field work. B. J. McKee has been made office manager and underwriter, a position he held from 1922 to 1928, when he resigned to become chief underwriter for the Royal Indemnity at Los Angeles. Later he was with the Pacific Coast department of Lloyds Casualty group.

PERSONALS

Fred W. Sarles, editor of the "Inter-Ocean Optimist" and assistant to Vice-President W. G. Alpaugh of the Inter-Ocean Casualty in Cincinnati, recently celebrated the arrival of a boy in his family. This is the first son for Mr. and Mrs. Sarles. They have one daughter about three years old.

Walter W. Belson, secretary of the Insurance Federation of Wisconsin and editor of the "Federation News," is receiving congratulations on the arrival of a baby son, the second boy in the family, who has been named James A. Belson.

In recognition of the fine service rendered, R. H. Williams of the plate glass department and J. Culver of the personal accident department of the Fidelity & Casualty during their long connection with the company, from which they recently retired, both were honor guests at a dinner given by their former associates and friends recently. Resident Manager Uppington, who presided, paid high tribute to the special guests, as did also a number of other representatives of the company. A telegram of like tenor was received from A. J. Ferres, former executive vice-president.

A. E. Forrest, president North American Accident, Chicago, returned to his office last week from California.

William Martin, Kansas City, Mo., manager for Lloyds Casualty, has just about decided Kansas City thieves know he's an insurance man. A week or two ago he played golf and someone broke into his car, stealing a watch-incased cigarette lighter, a gold and platinum chain, a gold and platinum cigarette case and a card case; three days later they took six pairs of shoes off his back

porch; last week they broke into his car and stole his camel's hair coat. "If this keeps up," he announced, "I'll have to start going a la Gandhi."

William B. Mann, who recently resigned as executive vice-president of the Central West Casualty of Detroit, will sail this week on a trip to Cuba, Panama and Central America.

Max Silverman, vice-president and treasurer of the M. & S. Agency of Newark, of which W. Eugene Roesch is president, left last week for an extended trip to the Pacific Coast by airplane, to establish branch offices there with headquarters in Los Angeles. Upon

his return he will stop in Dallas, Chicago and Detroit. Previous to his departure for the coast he had completed an airplane trip through the south.

Col. R. H. Carruth, special representative of the Fidelity & Deposit, who is associated with Conkling, Price & Webb in Chicago, attended the meeting of the American Bankers Association at Atlantic City and has now returned to his office.

W. A. Pobenz, assistant manager of the National Bureau of Casualty & Surety Underwriters Michigan office, was married to Miss Helen West and has returned to the office in Detroit following a honeymoon spent in Canada.

NEWS OF THE COMPANIES

Meyers Is Made President

Named Head of Tennessee Casualty of Chattanooga to Succeed W. F. McGaughy

Harvey Meyers, vice-president and general manager of the Tennessee Casualty of Chattanooga, has been elected president and treasurer succeeding W. F. McGaughy, who has sold his interests to Mr. Meyers. The Tennessee Casualty is in its first year of operation but is showing an increasing volume of premiums right along. Its losses to date are about 8 percent of the earned premiums. The company has about 350 stockholders, most of whom have become policyholders. It has agents in 16 cities and towns in east Tennessee.

Dividend Is Passed

The Insurance Securities Company of New Orleans, holding company for the Union Indemnity group, passed the quarterly dividend due Oct. 1, and at the same time notified shareholders that the salaries of all officers and employees had been cut 10 percent.

Reciprocal Changes to Stock

The United States General Agency of Chicago is going to form a stock casualty company and take over the Reliance Automobile Insurance Underwriters of Peoria. The reciprocal will retain its identity until a new company is formed between now and Feb. 1, 1932.

The active management and personnel will remain unchanged.

Name Ohio Receiver for Federal

DAYTON, O., Oct. 14.—Lieut. Gov. William G. Pickrel, prominent Dayton attorney, has been named receiver in Ohio for the Federal Surety, on application of the Iowa department. The Federal recently took over the Liberty of Dayton and for that reason an Ohio receiver was necessary.

Readjust Constitution Indemnity

The Constitution Indemnity has called a special meeting of stockholders for Dec. 9, 1931, to act upon a readjustment of its capital through the reduction of the present capital stock from \$1,250,000 to \$500,000, to be followed by an increase in the capital to \$1,000,000. These changes will increase the surplus by \$750,000.

New York Casualty

The New York Casualty has reduced its capital from \$1,500,000 to \$1,000,000, adding \$500,000 to surplus. The net surplus as of June 30 was \$350,184.

Casualty Company Notes

The *Craftsman* of Springfield, Mass., has been admitted to Maine.

The regular quarterly dividend of 1½ percent, payable Oct. 1, was declared by the *American Motorists*.

The *New Amsterdam Casualty* has declared the regular quarterly dividend of 50 cents a share, payable Nov. 2.

The *United States Guarantee* of New York has been licensed in Canada with Alfred Powis, Jr., Montreal, as chief agent.

CASUALTY ASSOCIATION NEWS

Banker to Address Detroit Club

Will Discuss "Gold and Silver Standards" at First Fall Meeting October 23

DETROIT, Oct. 14.—"Gold and Silver Standards" will be discussed by a representative of the Detroit Bankers Association at the first fall meeting of the Casualty & Surety Field Club of Michigan Oct. 23 and a member will be called upon to speak on short-term tax bonds. John F. Horton, manager Aetna Casualty in Detroit and president of the club, appointed J. F. Kelly, manager Century Indemnity, chairman of the October meeting.

Mr. Horton also appointed a committee to consider the feasibility of staging a minstrel show in conjunction with the Detroit Association of Insurance Agents some time this fall or winter.

Oppose Hospital Rate Raise

NEWARK, Oct. 14.—The New Jersey Casualty & Utilities Claim Men's Protection Association at its last meeting went on record as opposing the general

increase in hospital rates in New Jersey. Charles Gray, Globe Indemnity, was appointed chairman of a committee to draw up resolutions opposing the increase until the association can investigate the matter, and forward the resolutions to the commissioner of labor.

The October meeting will be an open session for all claim men, with a smoker and entertainment.

Cavanaugh Newark Speaker

NEWARK, Oct. 14.—The Casualty Underwriters Association of New Jersey met here today and was addressed by W. P. Cavanaugh, manager of the claim department of the National Bureau of Casualty & Surety Underwriters, on "What Is Wrong With the Administration of the New Jersey Workmen's Compensation Law."

Bureau Officials in Des Moines

DES MOINES, Oct. 14.—Albert W. Whitney, associate general manager of the National Bureau of Casualty & Surety Underwriters, and Maxwell Halsey, traffic engineer, will address the Oct. 19 meeting of the Casualty & Surety Club of Des Moines. For this meeting

SPECIALISTS IN AUTOMOBILE INSURANCE

Illinois and Indiana agents of the Illinois National Casualty are selling automobile insurance throughout the

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entire year. Manufacturers are now announcing the advent of new cars during the summer and fall as well as the spring. No longer do purchasers confine their buying activity to one particular season. When cars are sold, whether new or second hand, our agents find our Full Coverage Automobile insurance can also be sold. Our records show automobile insurance can be sold throughout the year because more than 75% of all the cars registered in the United States are uninsured. The potential automobile insurance market is three times greater than that huge field which has already been only tapped.

Our agents, by working in close contact with our Home Office executives who know conditions in the automobile insurance field, are always alert to place our Full Coverage policies which are sold at independent rates. Inquire about our year-round agency proposition.

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a large number of state and city officials, civic club leaders and representatives from the public schools and other interested organizations will be invited to be guests of the club.

Accident-Health Field News

Doesn't Want Health Business

Vice-President Ferguson, Continental Life Asks Agents to Confine Efforts to Accident

Vice-President Jim G. Ferguson of the Continental Life of St. Louis has announced that he is convinced that commercial health insurance under present conditions is not desirable for his company and has asked agents to confine their efforts to the selling of accident insurance aside from the regular life insurance forms issued by the company.

Mr. Ferguson was the guest of honor at Atlanta Oct. 8 at a luncheon given in celebration of a record production of penny-a-day accident insurance applications by the Marvin C. Mobley Agency. In September the agency obtained 511 applications for this policy.

To Cover Medical Costs

SAN FRANCISCO, Oct. 14.—The Associated Indemnity has announced it will write medical insurance for industrial firms under a cooperative group plan at a small monthly premium per employee, which provides medical, surgical, and hospital attention, at home, office or hospital and \$1,000 non-occupational death benefit.

This announcement follows the installing of the plan in a number of southern California's largest industries, according to Vice-president H. B. Humphry. B. D. Williams and A. D. Crocker will be general agents for this new department. Both of these men have had long experience in medical benefit plans.

Interstate Managers Meet

The second annual managers convention of the Interstate Life & Accident company was held Oct. 8-10 in Biloxi, Miss. Officials of the company in attendance included Dr. Joseph W. Johnson, president; F. L. Underwood, treasurer; J. R. Leal, secretary; G. K. Henshall, agency manager, and James R. Finlay, general counsel. About 75 attended the convention.

Mielenz Doubles Volume

The A. E. Mielenz agency of the Aetna Life at Milwaukee has doubled its last year's volume of accident insurance business and is on its way to tripling it, the agency's sales force was told at a meeting devoted to accident insurance. Herbert Flora, agency assistant from the home office, was the principal speaker.

Would Change Club Title

A movement toward changing the names of the Los Angeles and San Francisco Accident & Health Managers clubs to "Accident & Health" clubs, deleting the word "managers" has been started by Stephen Chelbay, manager accident and health department Commercial Casualty, San Francisco. Mr. Chelbay has taken an active interest in the club movement on the coast for a number of years and his suggestion is meeting with considerable support. He recently addressed the Los Angeles club on the value of having adjusters as members of the organizations.

Porter Martin of Springfield, Mo., has received a gold medal from the Fidelity & Casualty for 27 years of continuous service.

PARTIAL PAYMENT PREMIUM PLAN

THE unusual, easy plan of paying Belt Casualty automobile insurance premiums appeals to both policyholders and agents. No longer is it necessary for agents to lose income because prospects are unable to pay the total annual premium at one time. The Belt plan enables a prospect to pay as he gets paid. This one feature alone has enabled Belt Casualty agents to close business that otherwise might be lost.

This plan plus the fair Belt rates, the quality protection, common-sense claim and adjustment policy, nation-wide service, a financially responsible company and an unusual agency contract that provides thorough training forms a combination that is unbeatable—a combination that enables Belt Casualty agents to maintain a fine automobile premium income.

Full information regarding the different Belt Casualty automobile propositions gladly furnished on request.

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